

FIGURE 1  
SYSTEM CONFIGURATION

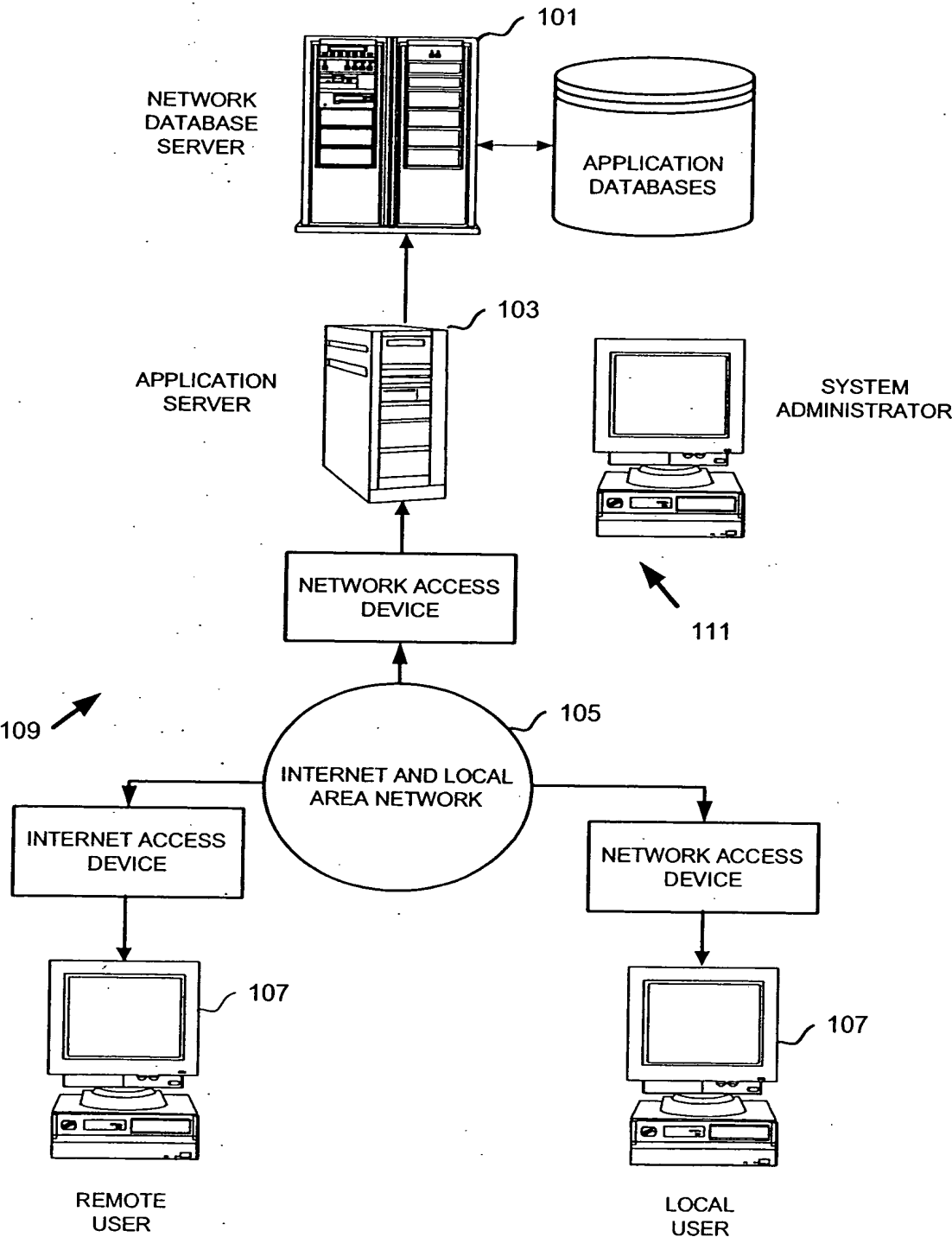


FIGURE 2.A:  
METHOD OF GENERATING A CONTRACT

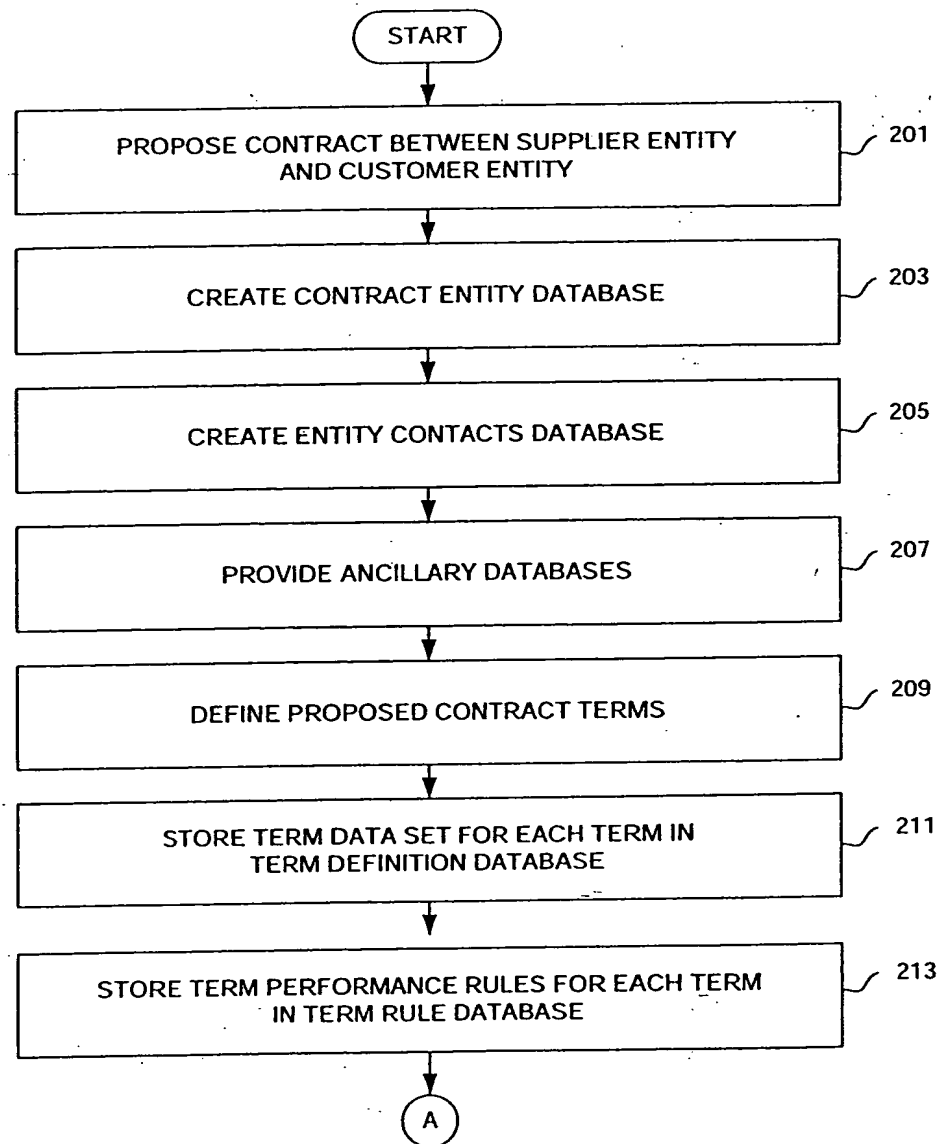


FIGURE 2.B:  
METHOD OF GENERATING A CONTRACT

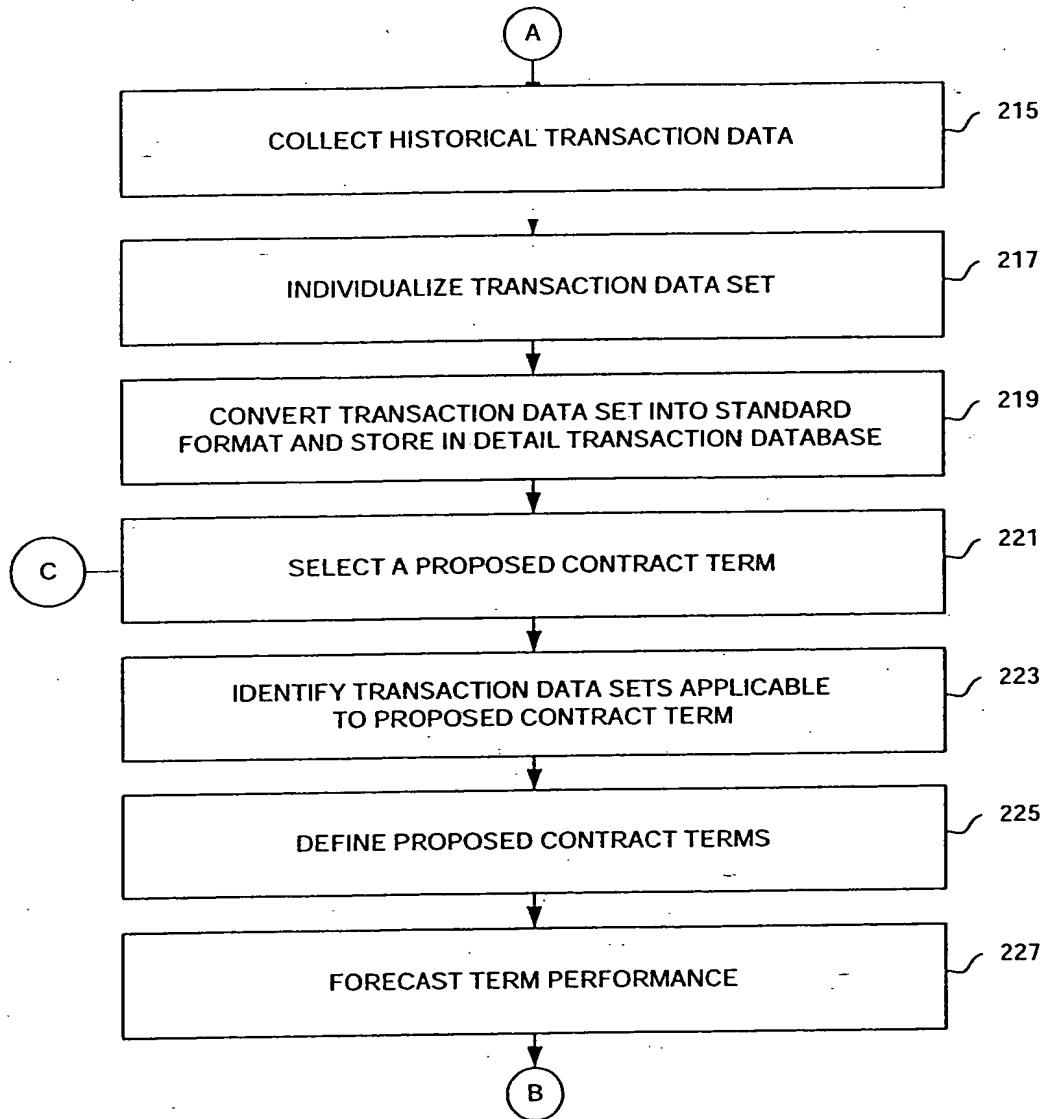


FIGURE 2.C:  
METHOD OF GENERATING A CONTRACT

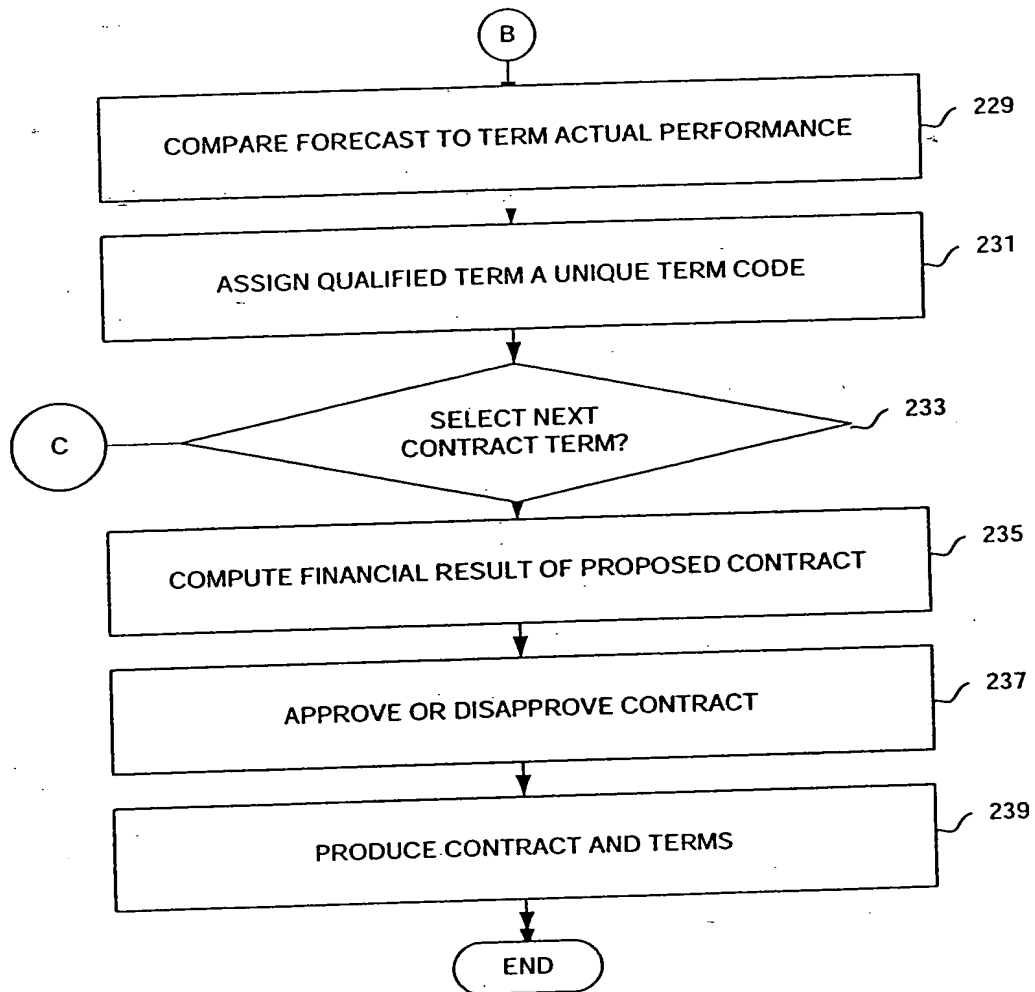


FIGURE 3:  
COMPUTER PROCESSOR AND DATABASES

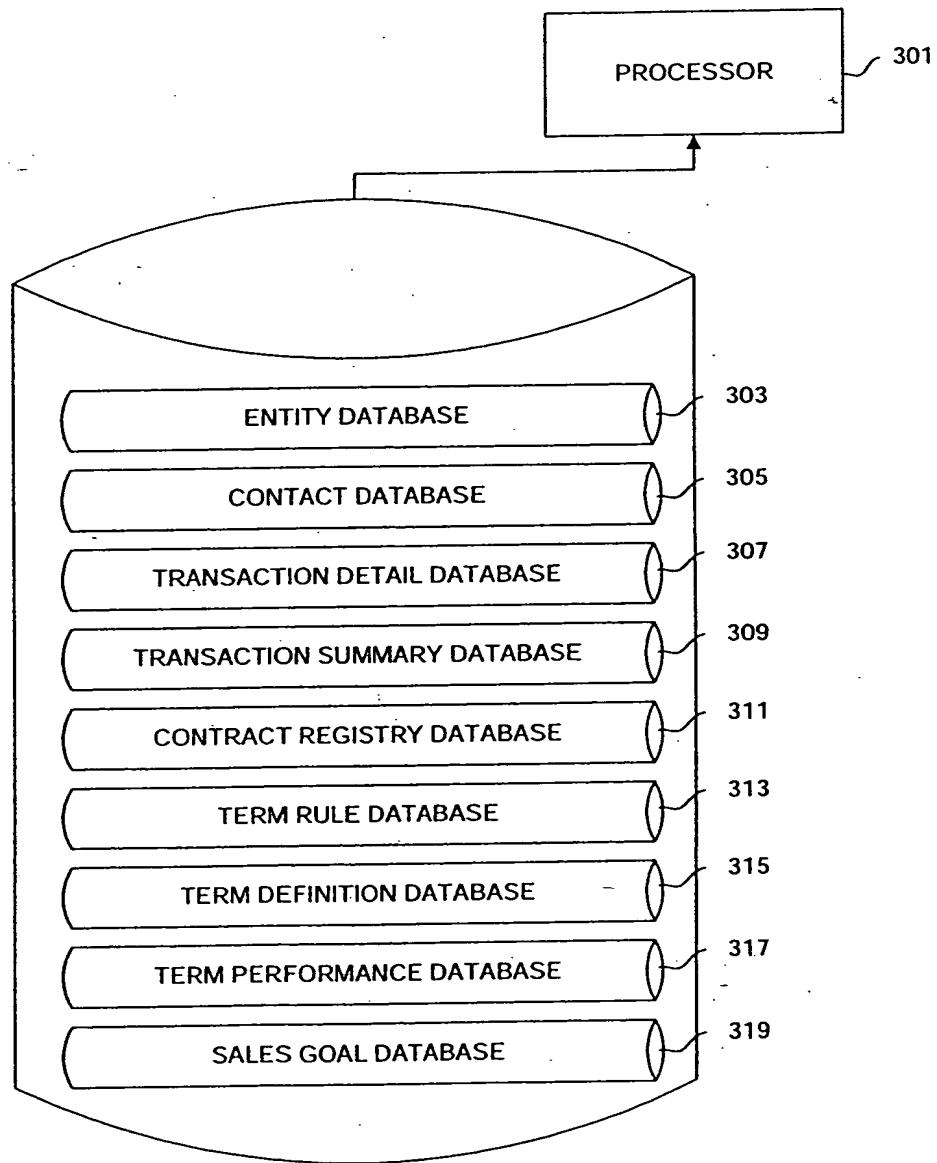


FIGURE 4.A  
CONTRACT-DESIGNATED TRANSACTION

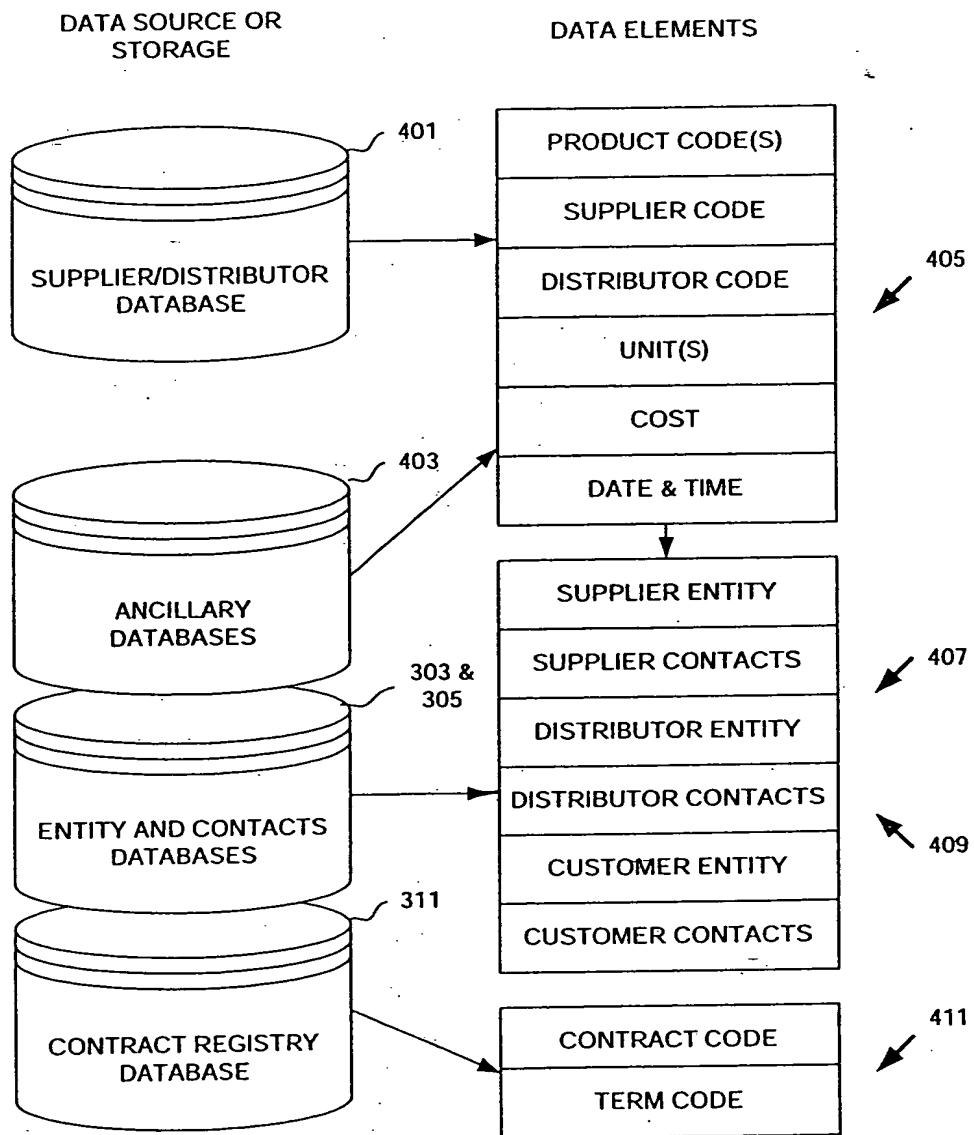


FIGURE 5.A  
INPUT CONTRACT ENTITIES AND CONTACTS

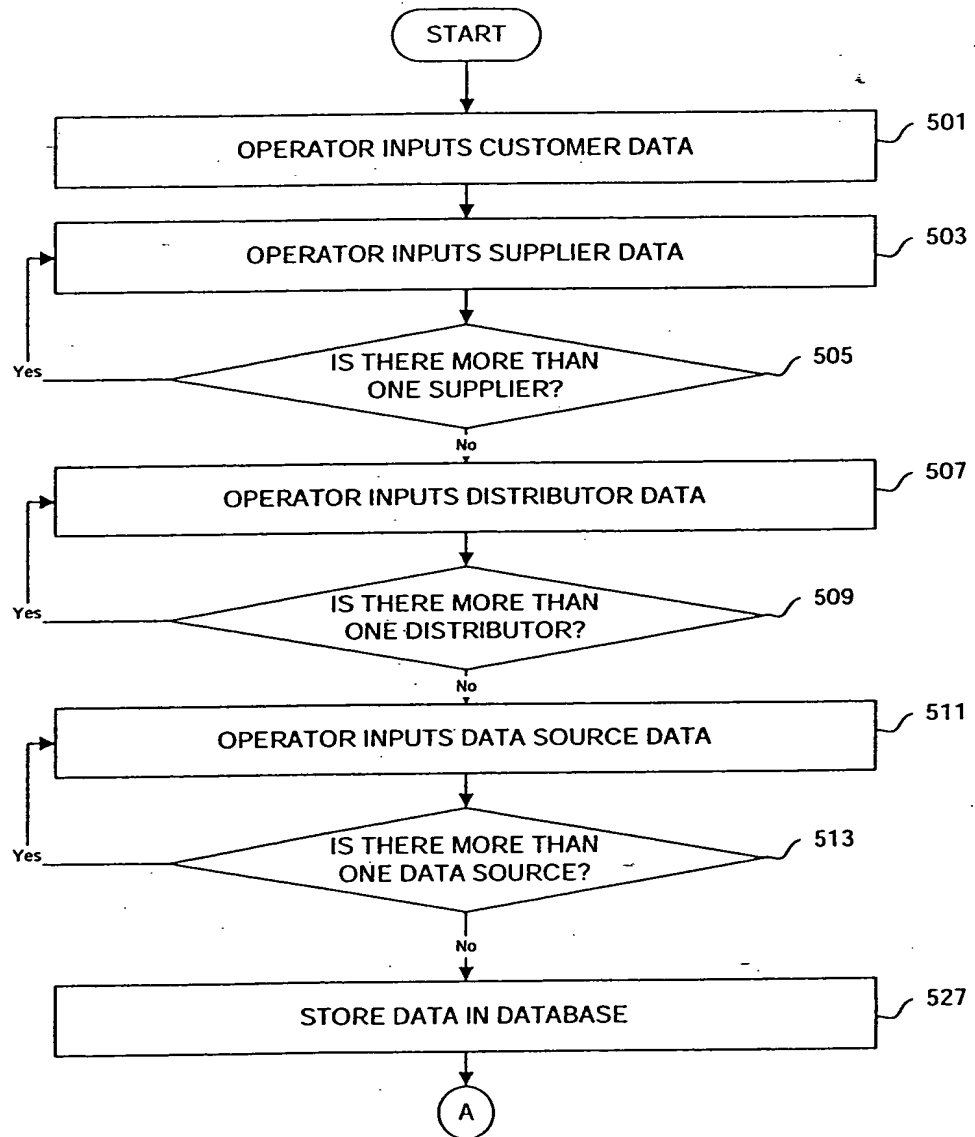


FIGURE 5.B  
INPUT CONTRACT ENTITIES AND CONTACTS

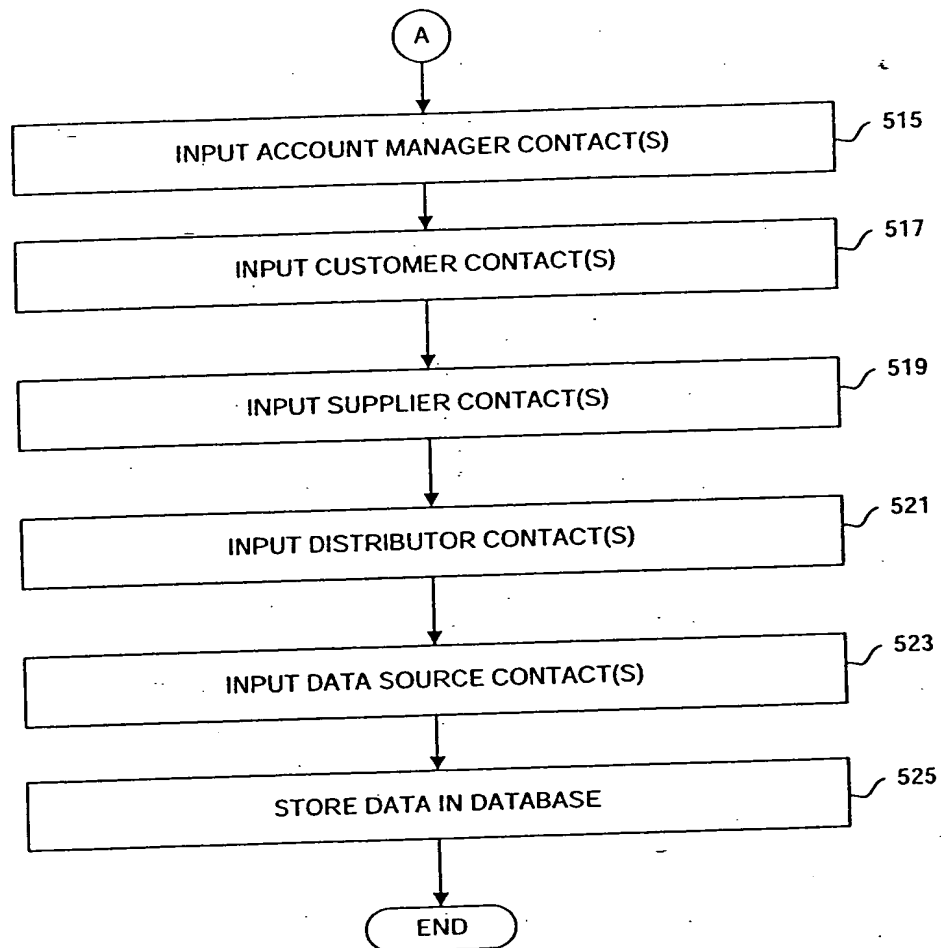




FIGURE 4.B  
CONTRACT-DESIGNATED TRANSACTION

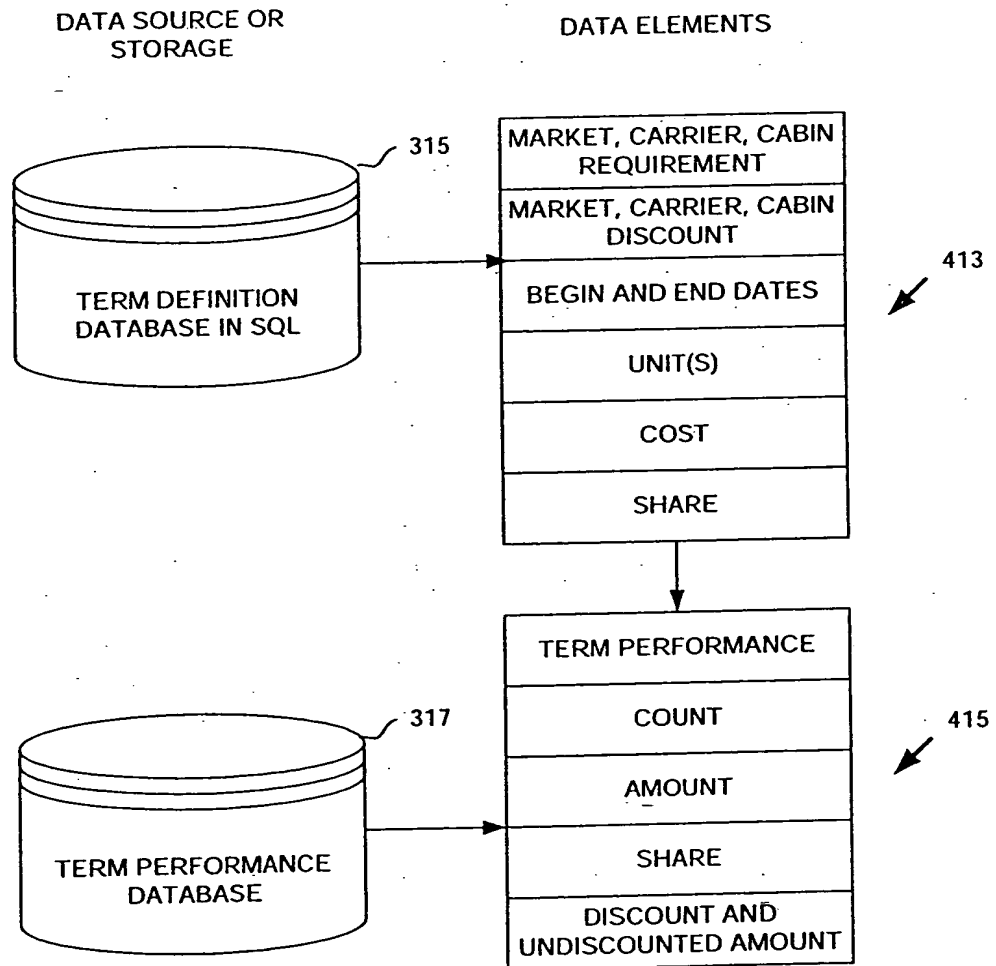


FIGURE 6:  
ESTABLISH CONTRACT AND TERM RULES

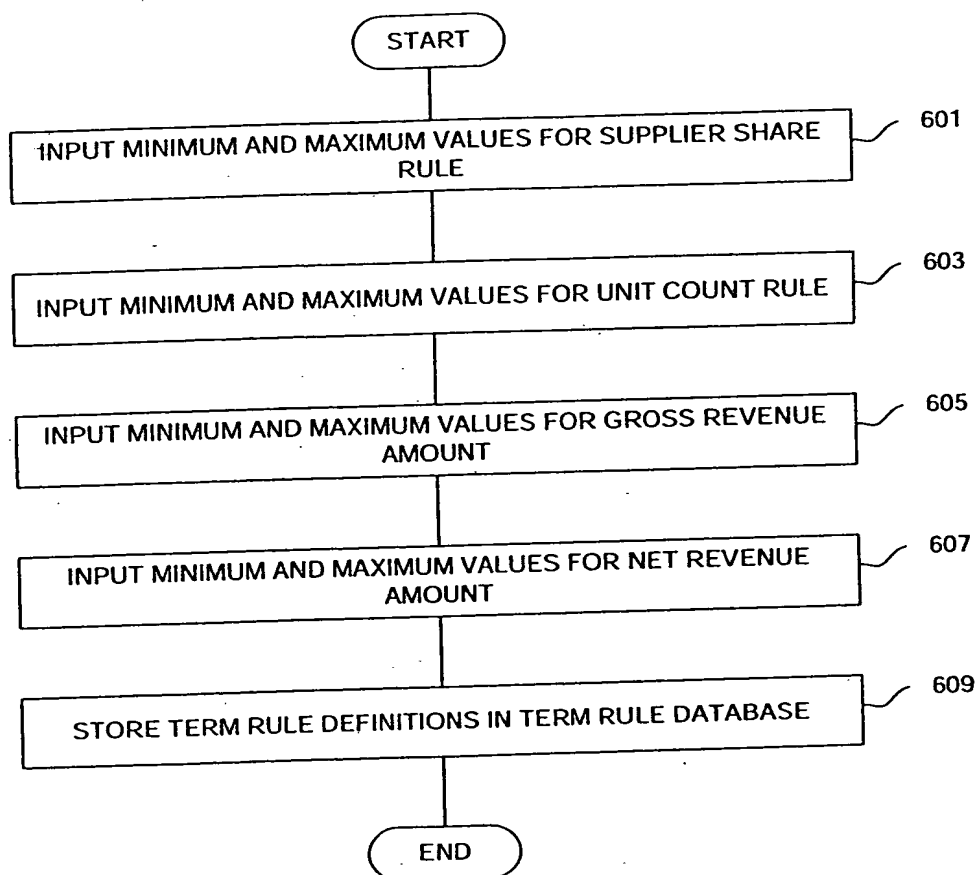


FIGURE 7.A  
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

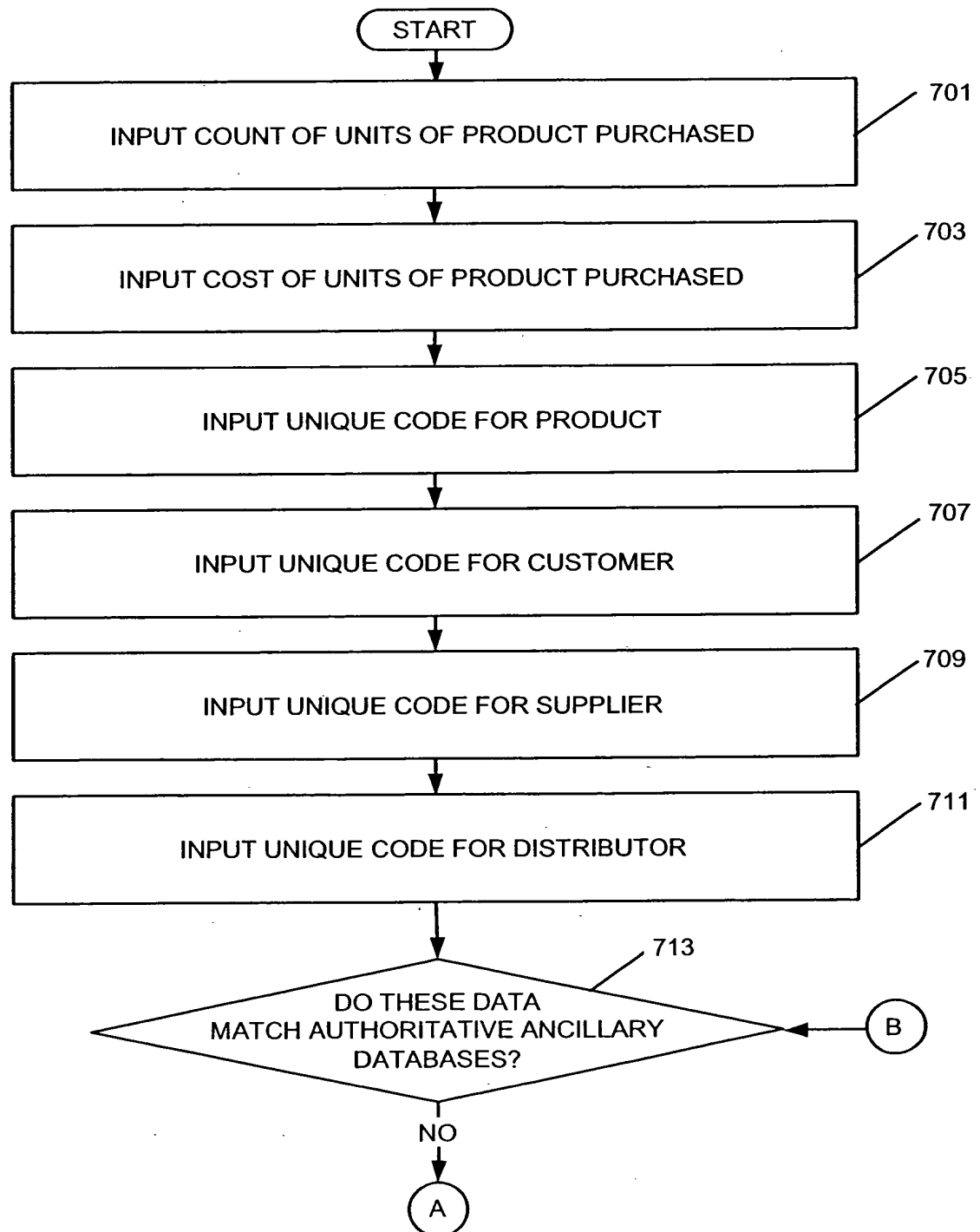


FIGURE 7.B:  
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

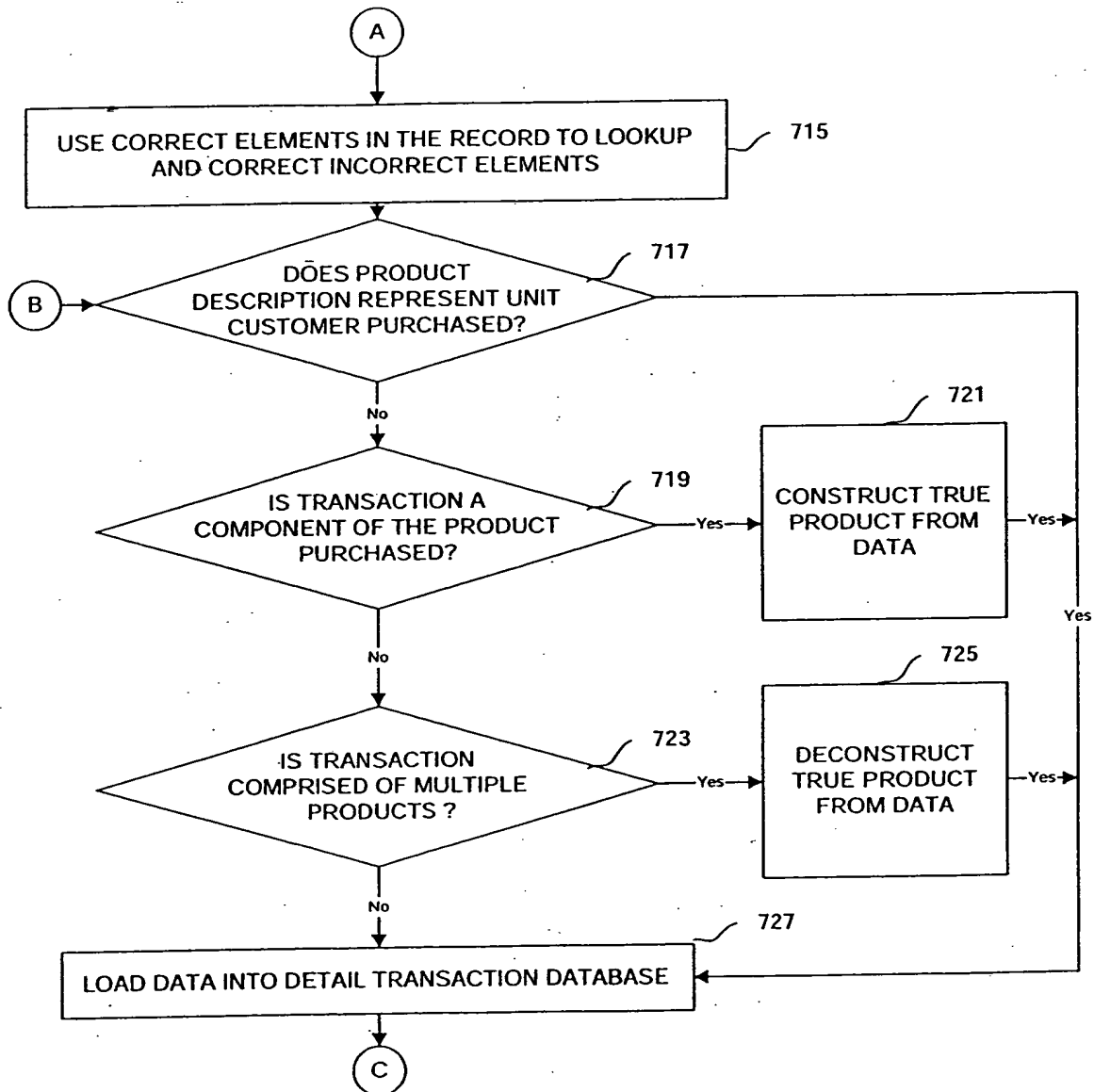


FIGURE 7.C:  
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

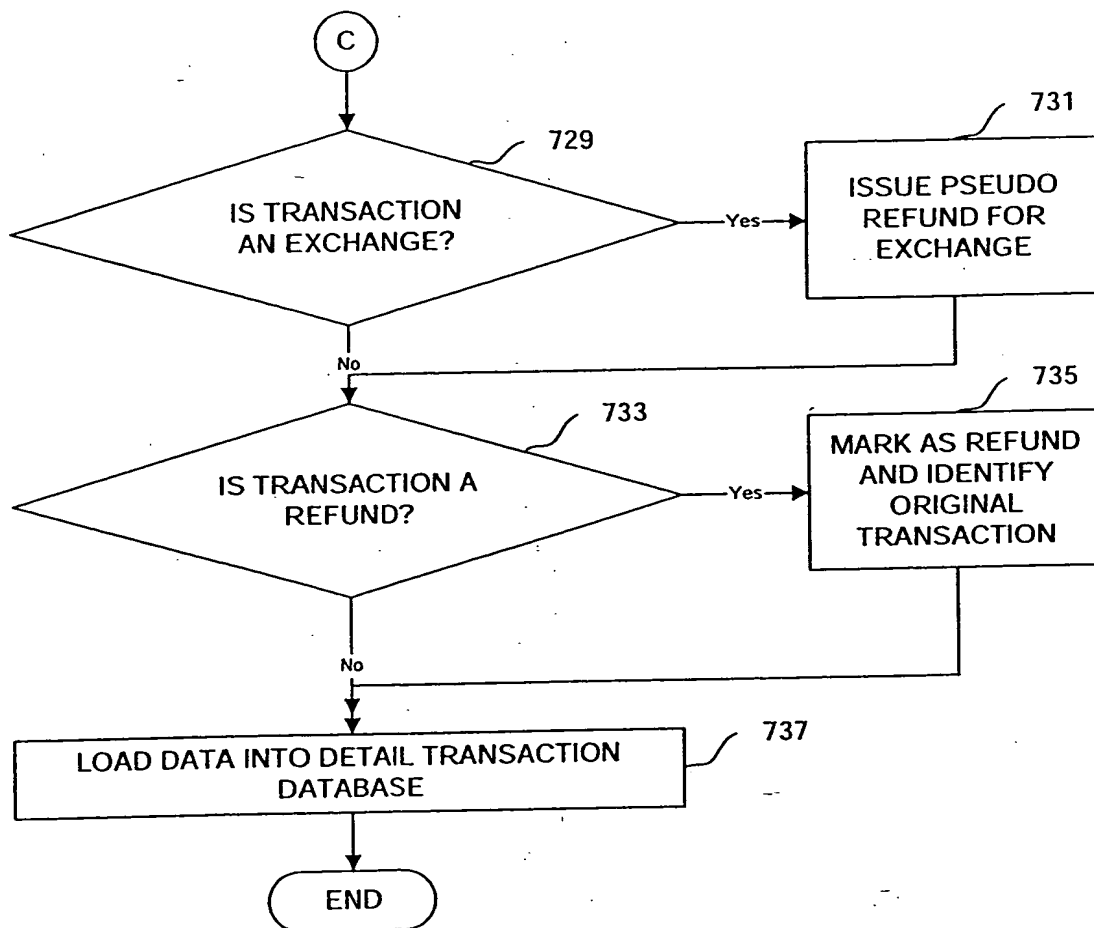


FIGURE 8.A  
DEFINE CONTRACT AND PERFORMANCE TERMS

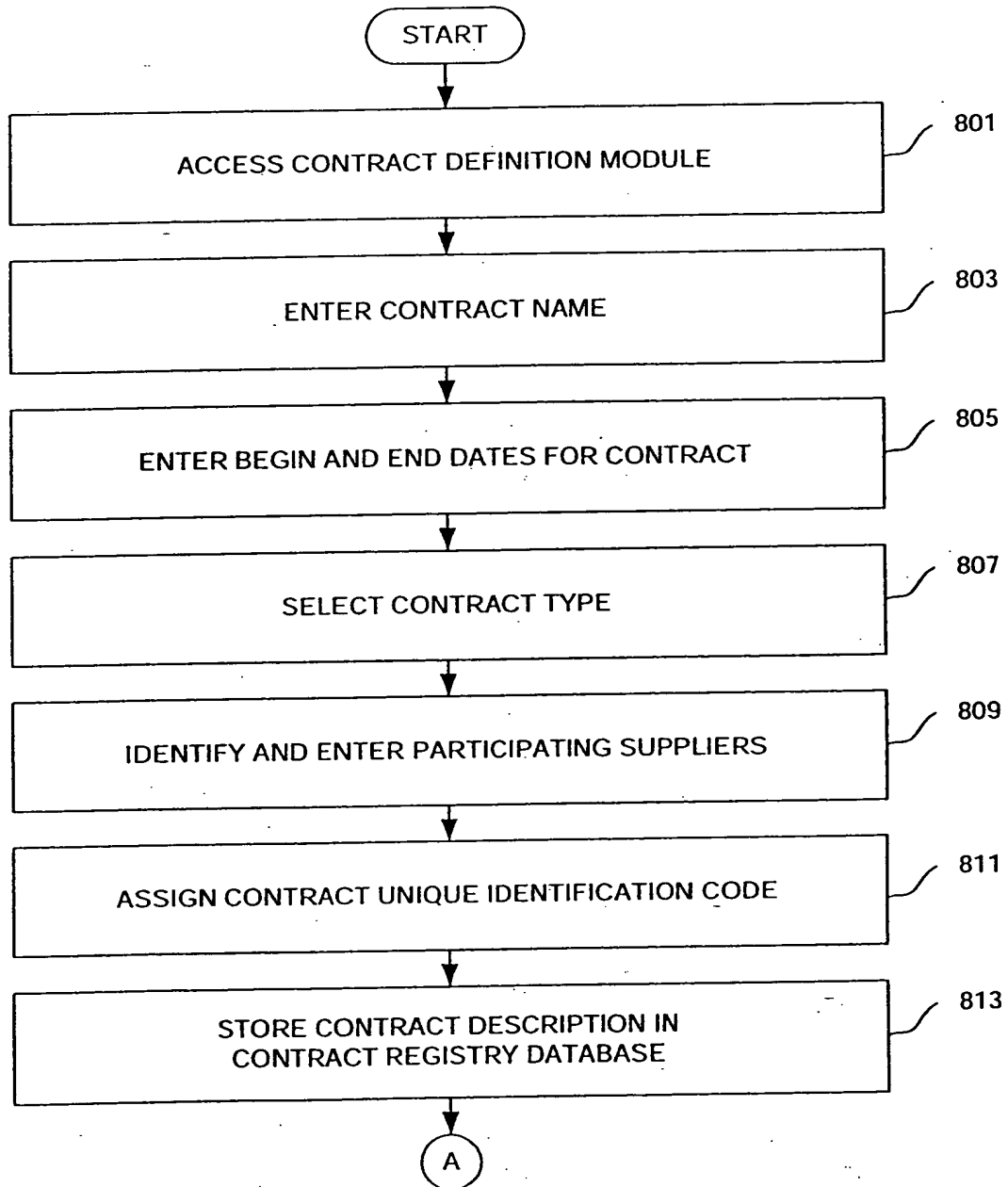


FIGURE 8.B  
DEFINE CONTRACT AND PERFORMANCE TERMS

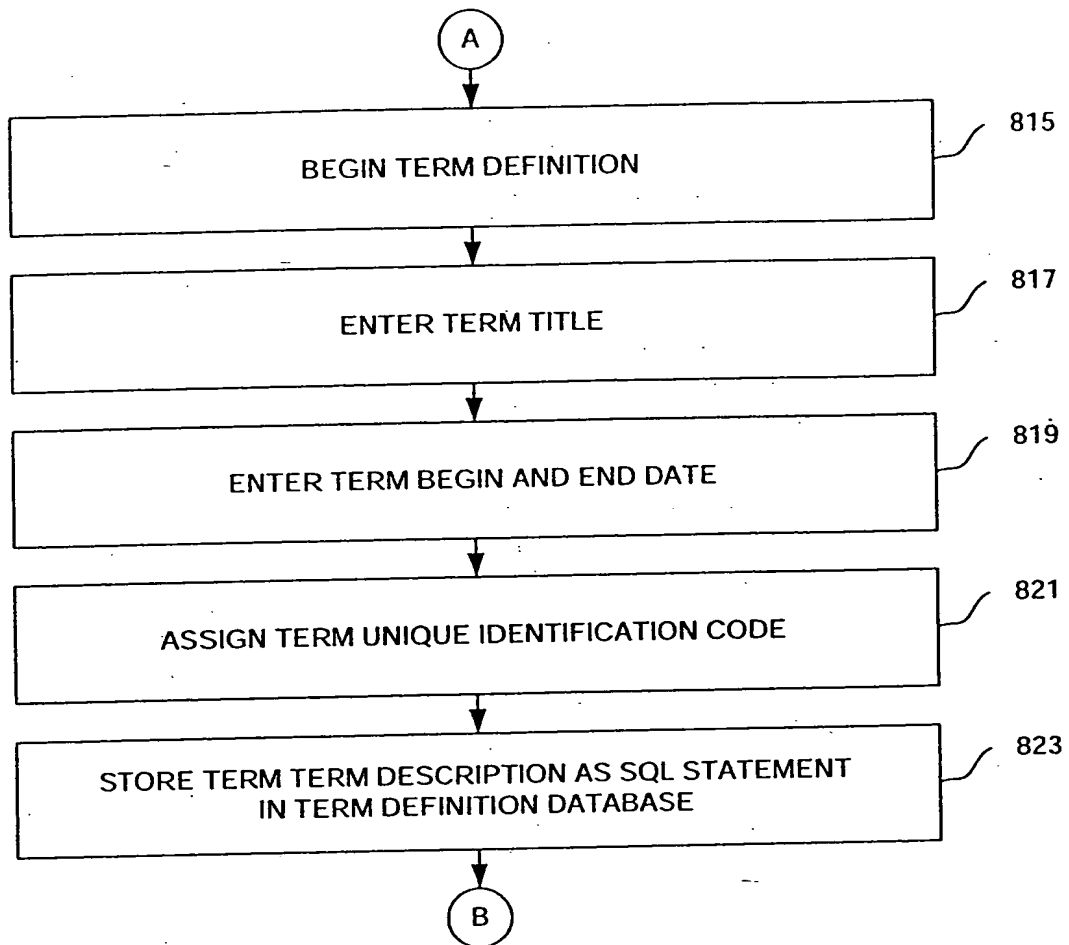


FIGURE 8.C  
DEFINE CONTRACT AND PERFORMANCE TERMS

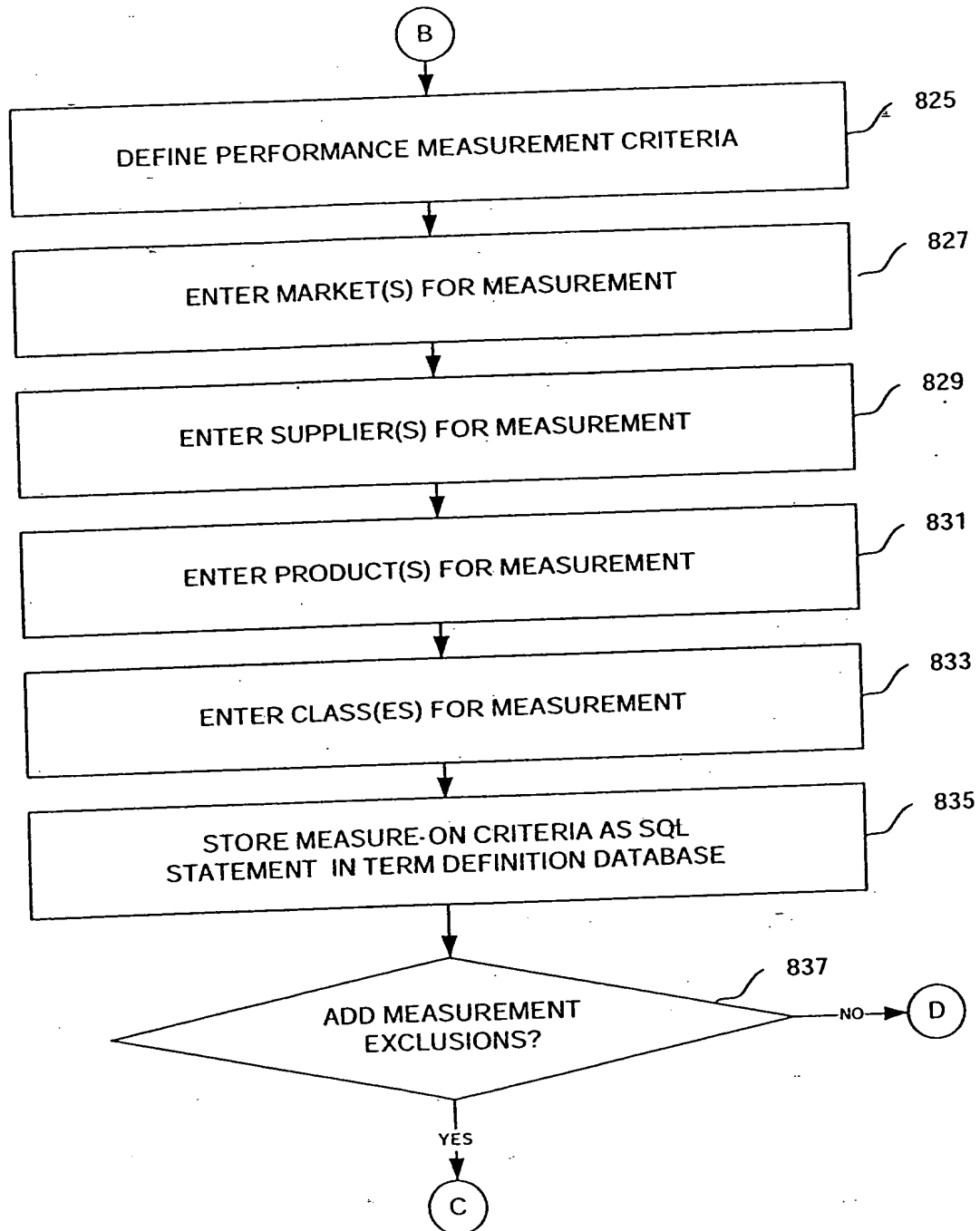




FIGURE 8.D  
DEFINE CONTRACT AND PERFORMANCE TERMS

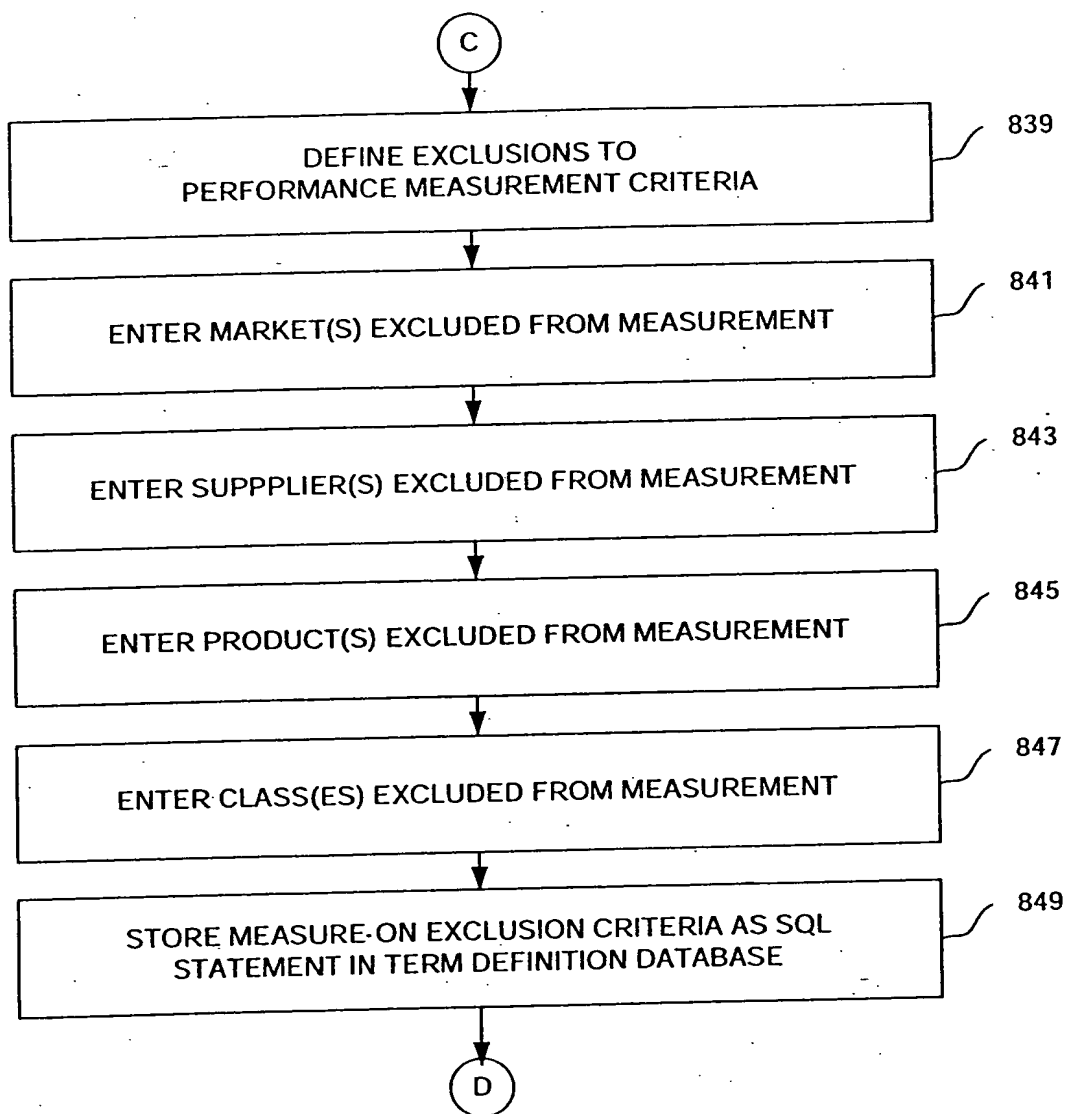


FIGURE 8.E  
DEFINE CONTRACT AND PERFORMANCE TERMS

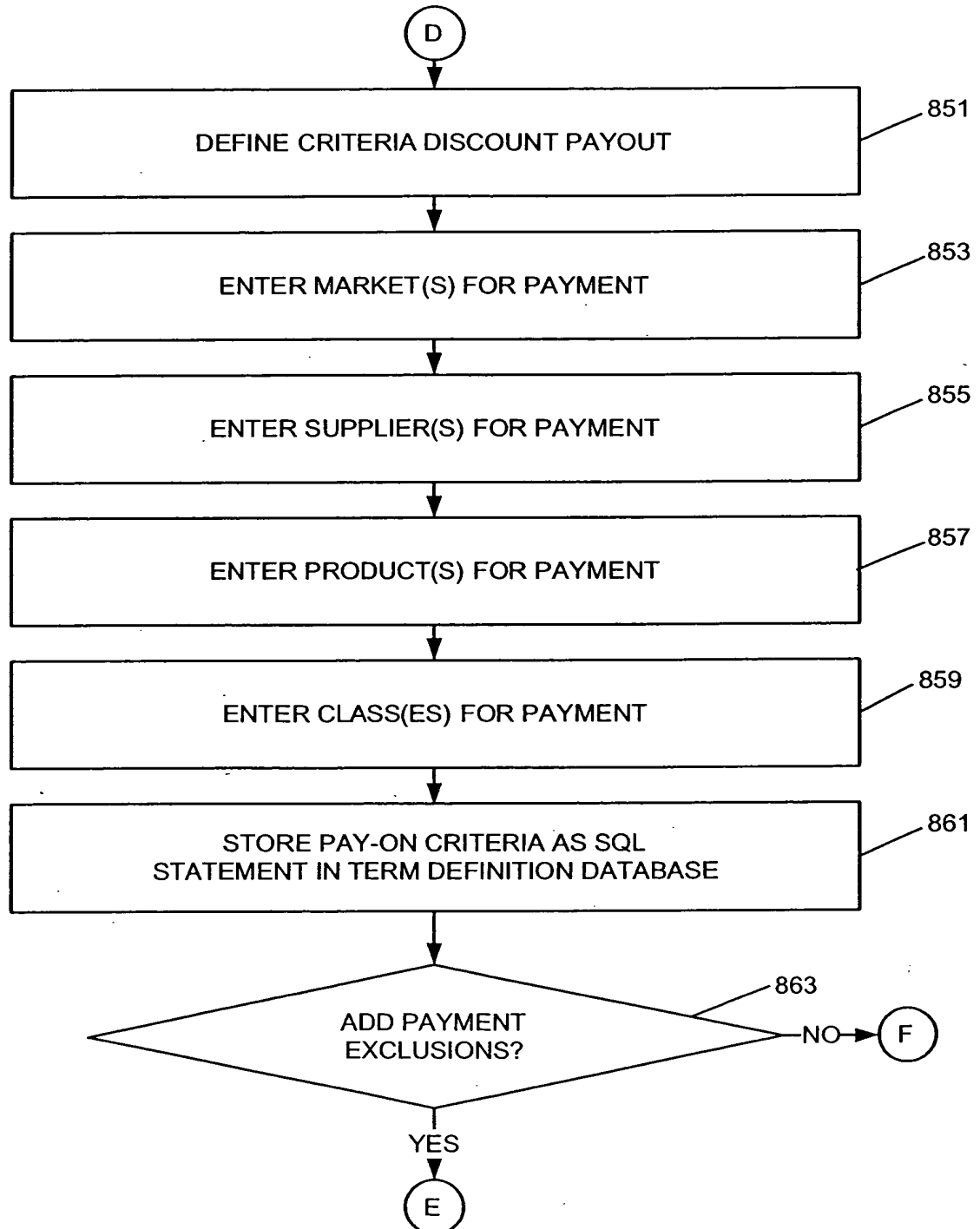


FIGURE 8.F  
DEFINE CONTRACT AND PERFORMANCE TERMS

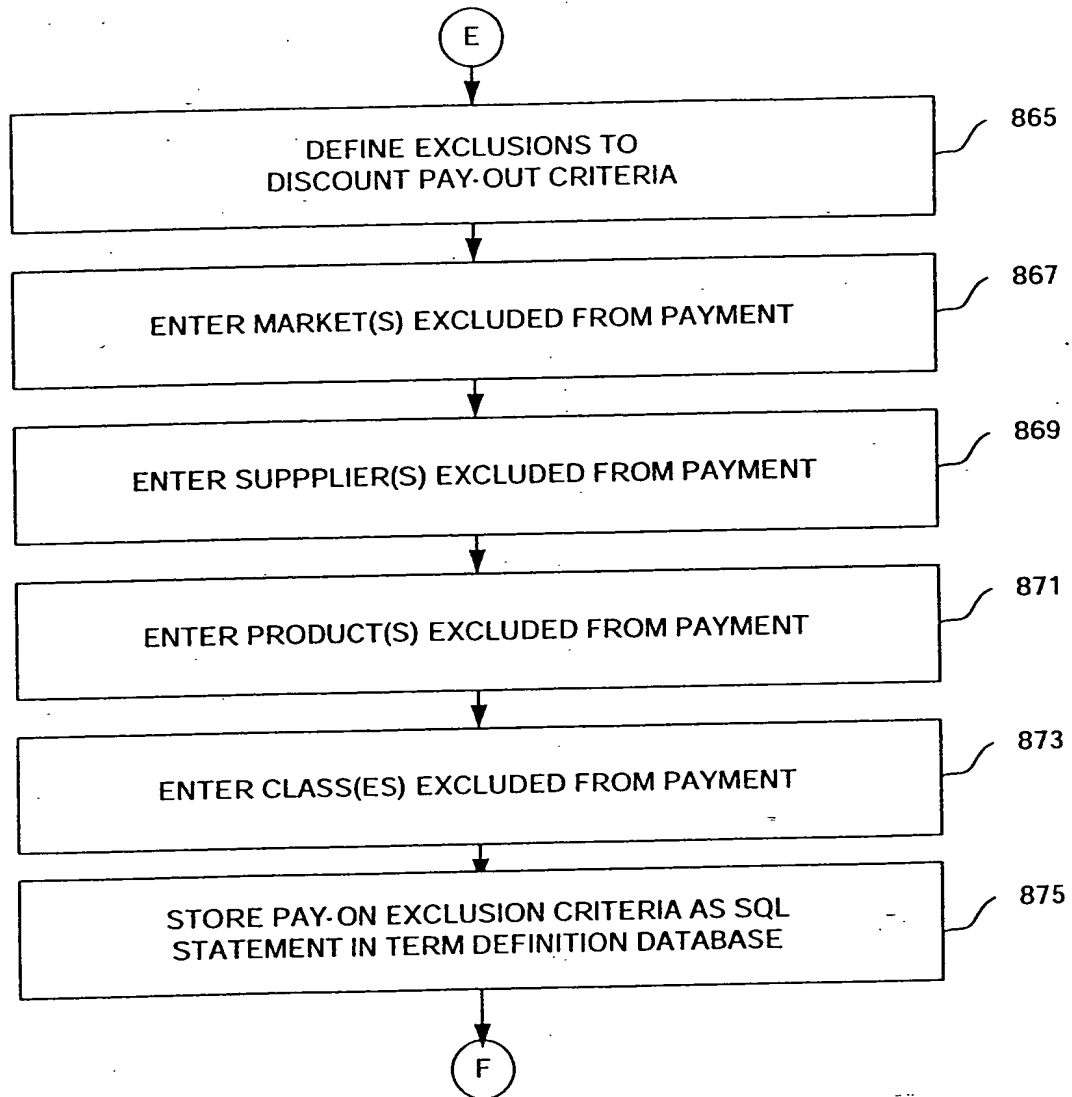


FIGURE 8.G  
DEFINE CONTRACT AND PERFORMANCE TERMS

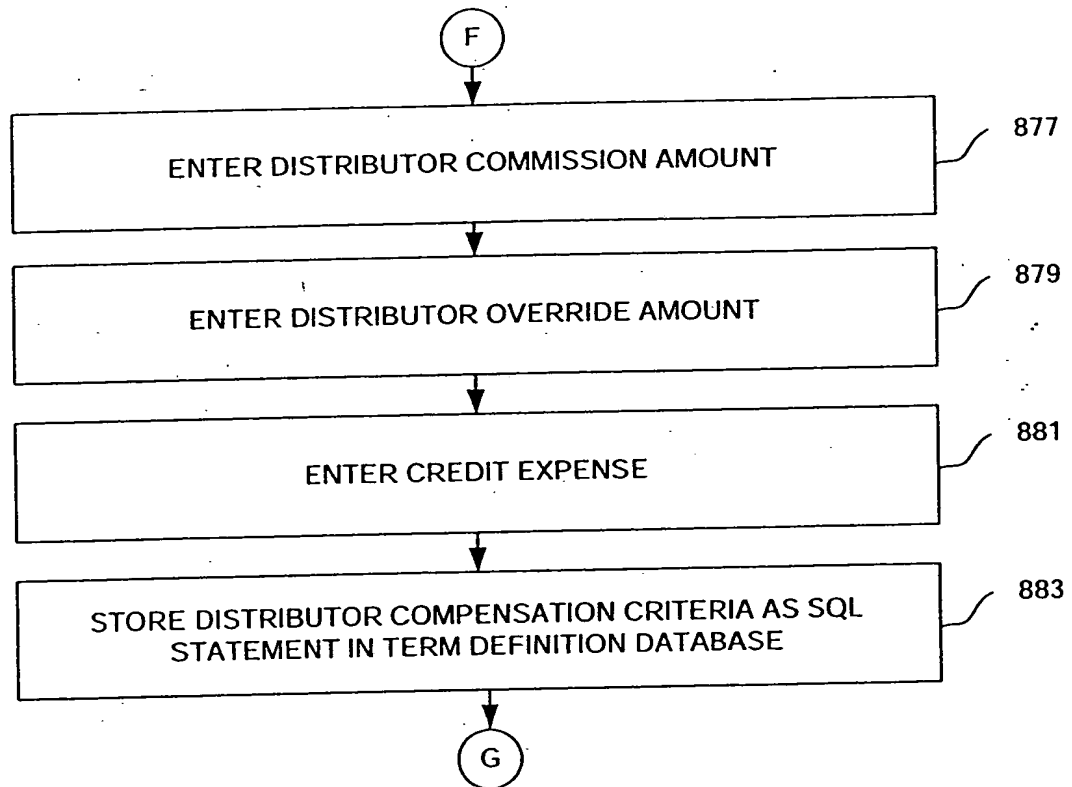


FIGURE 8.H  
DEFINE CONTRACT AND PERFORMANCE TERMS

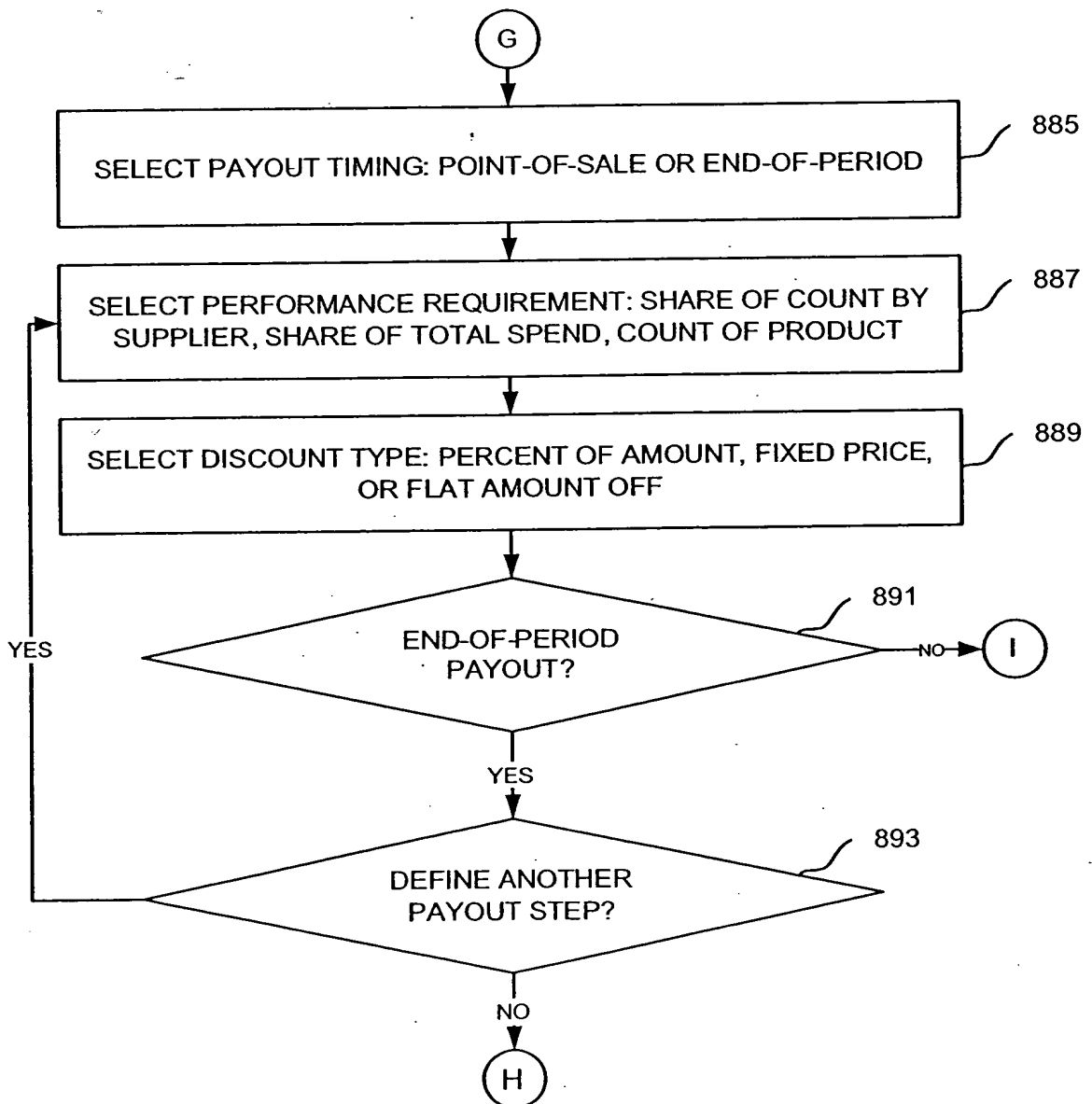
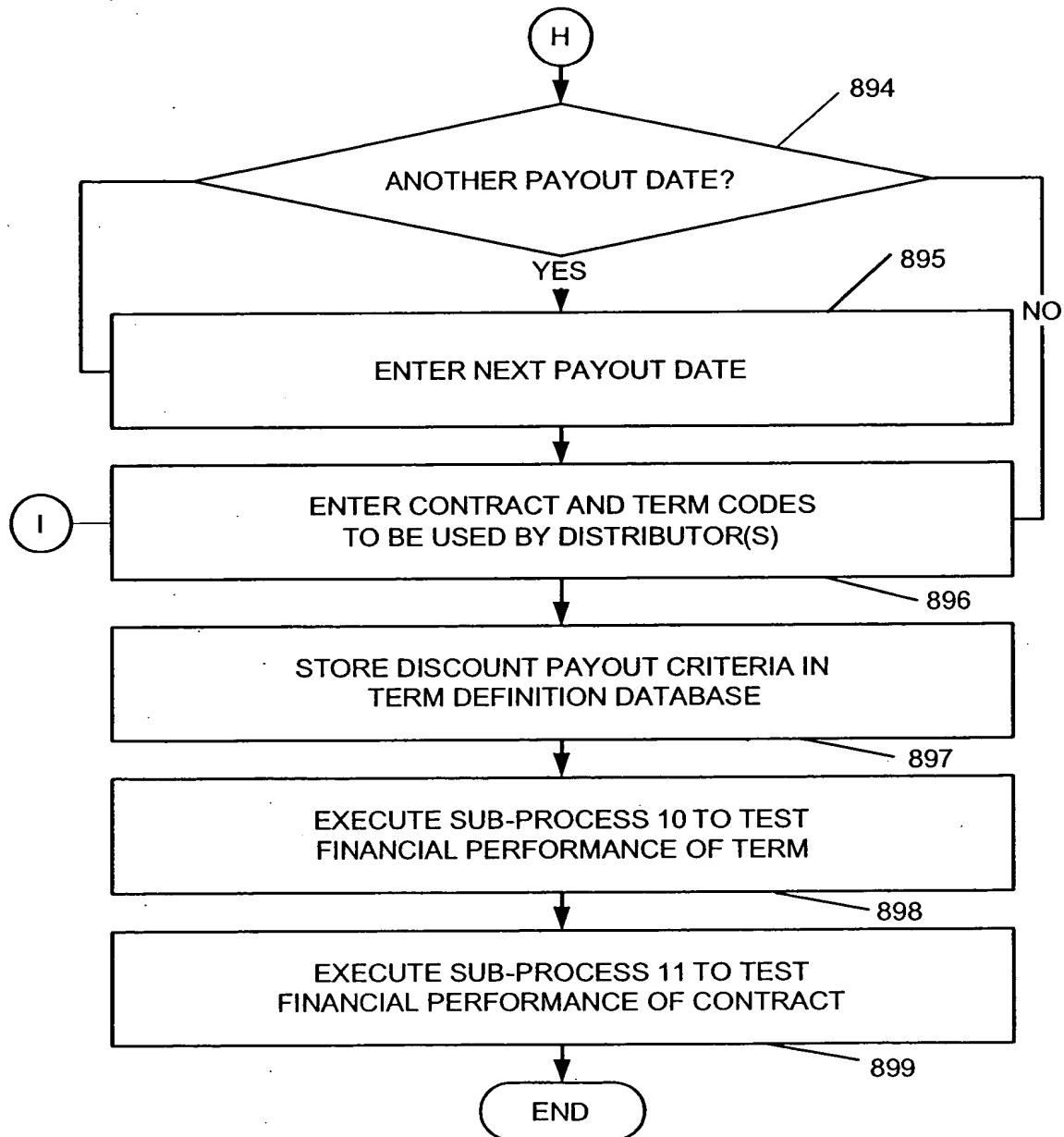


FIGURE 8.I  
DEFINE CONTRACT AND PERFORMANCE TERMS



MARK DETAILED TRANSACTIONS WITH  
CUSTOMER, CONTRACT, AND TERM CODES

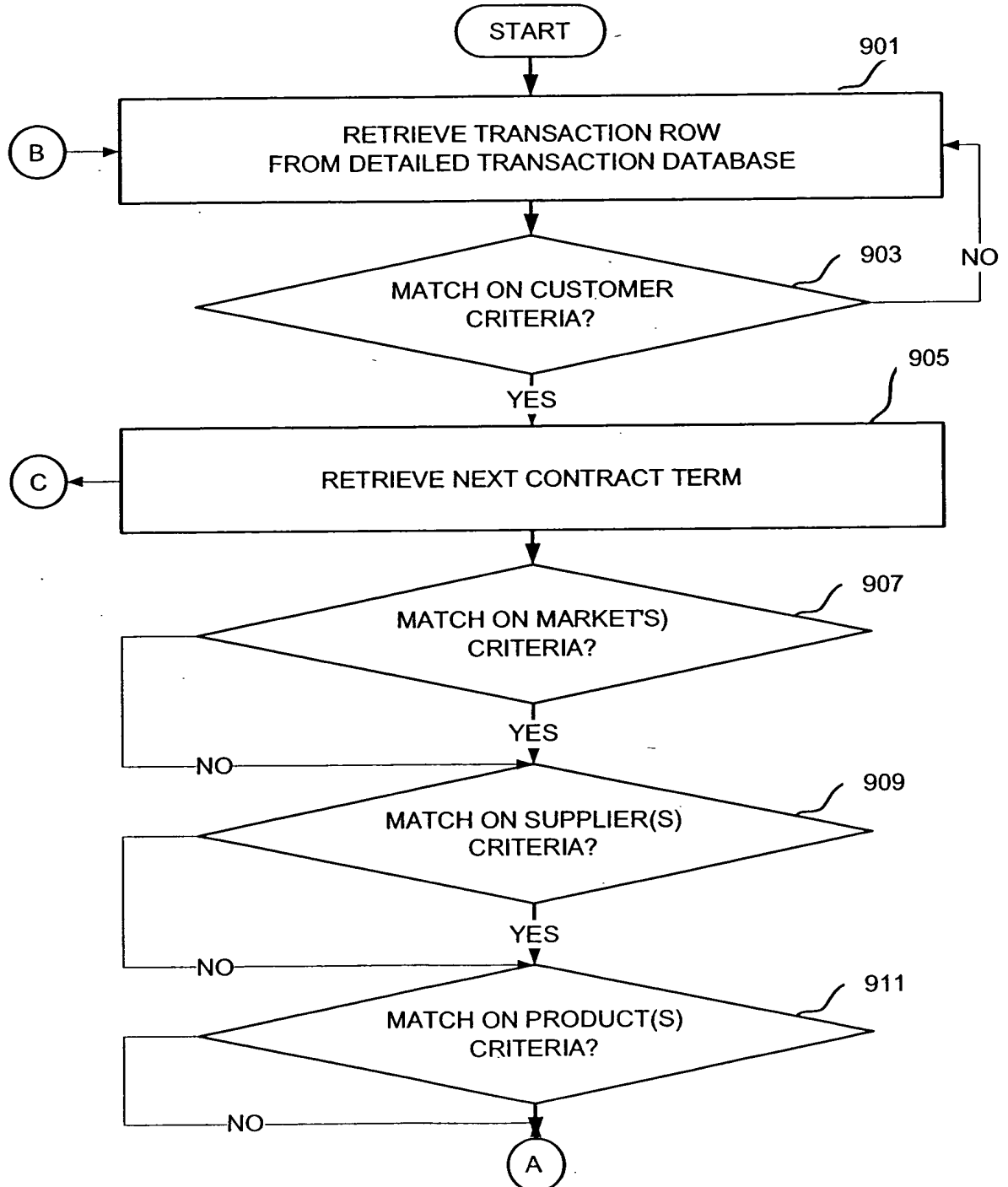


FIGURE 9.B  
MARK DETAILED TRANSACTIONS WITH  
CUSTOMER, CONTRACT, AND TERM CODES

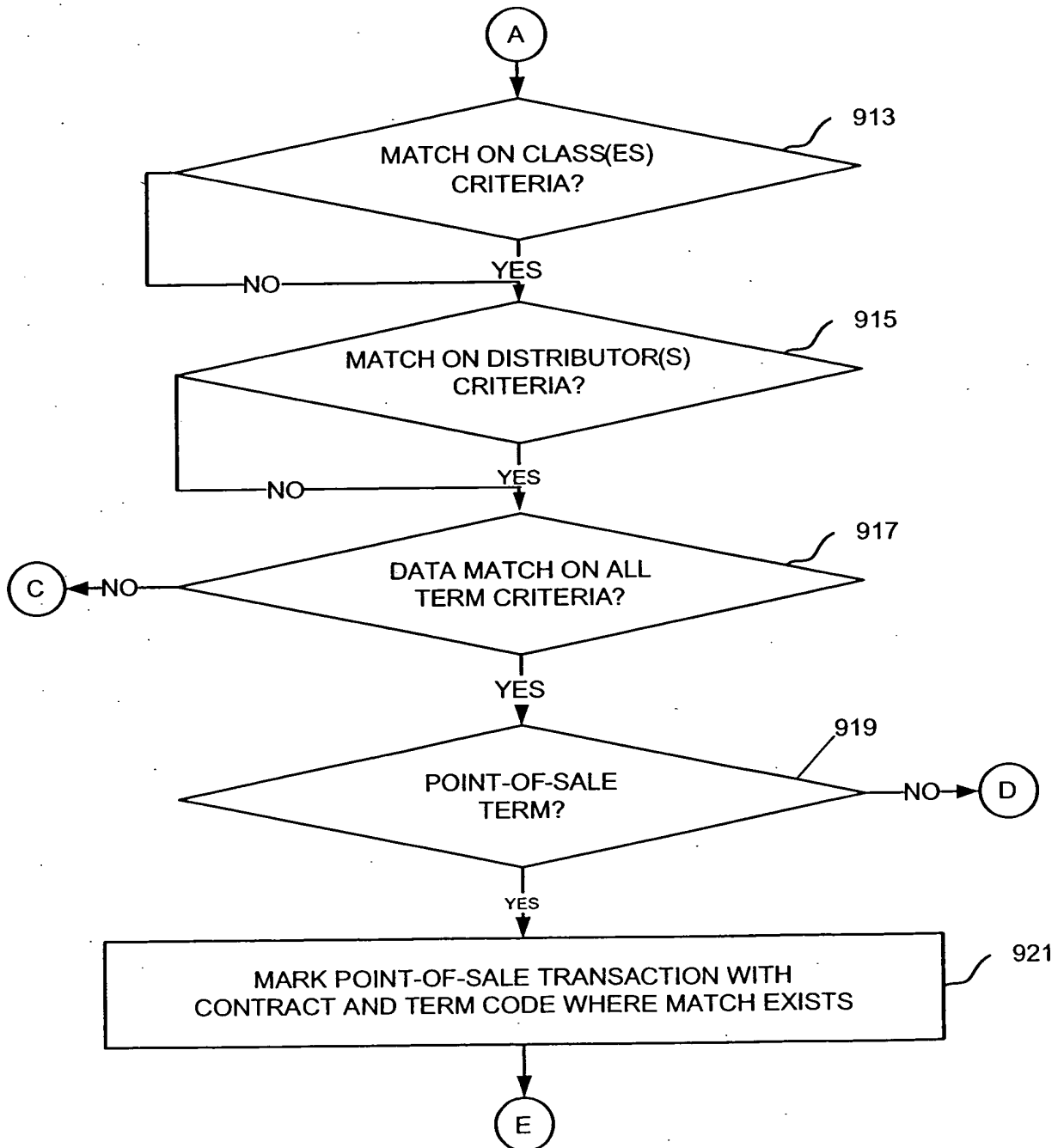




FIGURE 9.C  
MARK DETAILED TRANSACTIONS WITH  
CUSTOMER, CONTRACT, AND TERM CODES

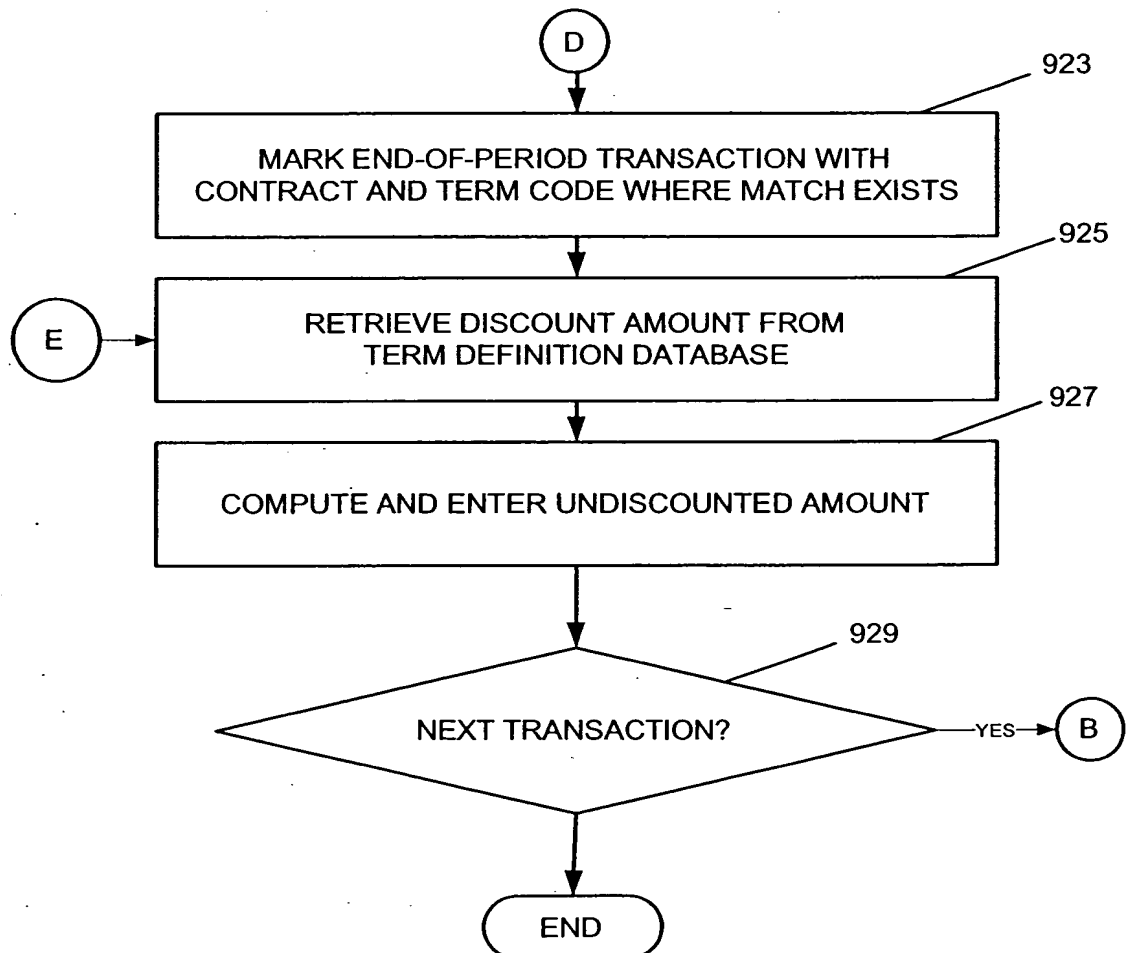


FIGURE 10.A  
CREATE TRANSACTION SUMMARY DATABASE

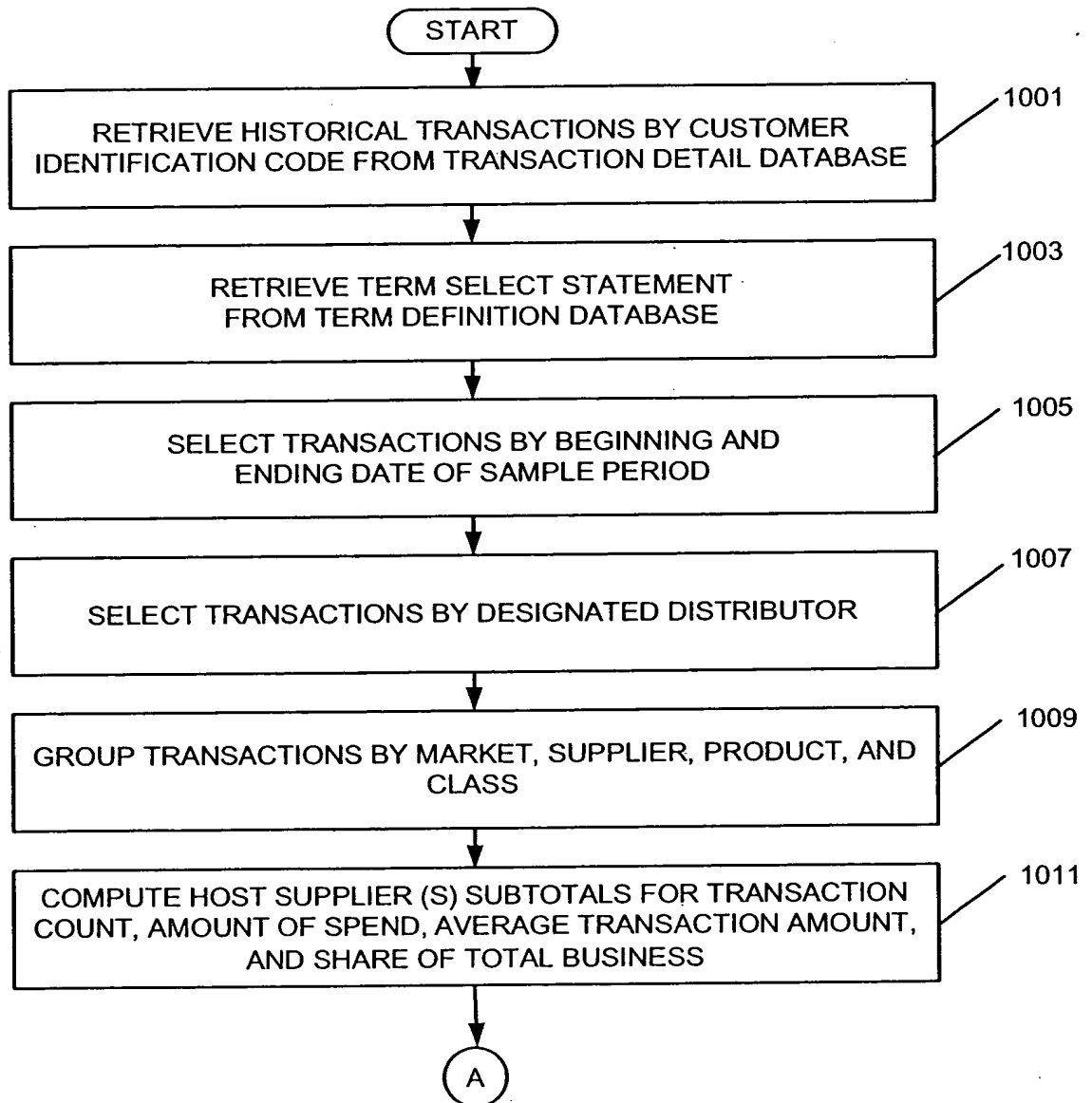


FIGURE 10.B:  
CREATE TRANSACTION SUMMARY DATABASE

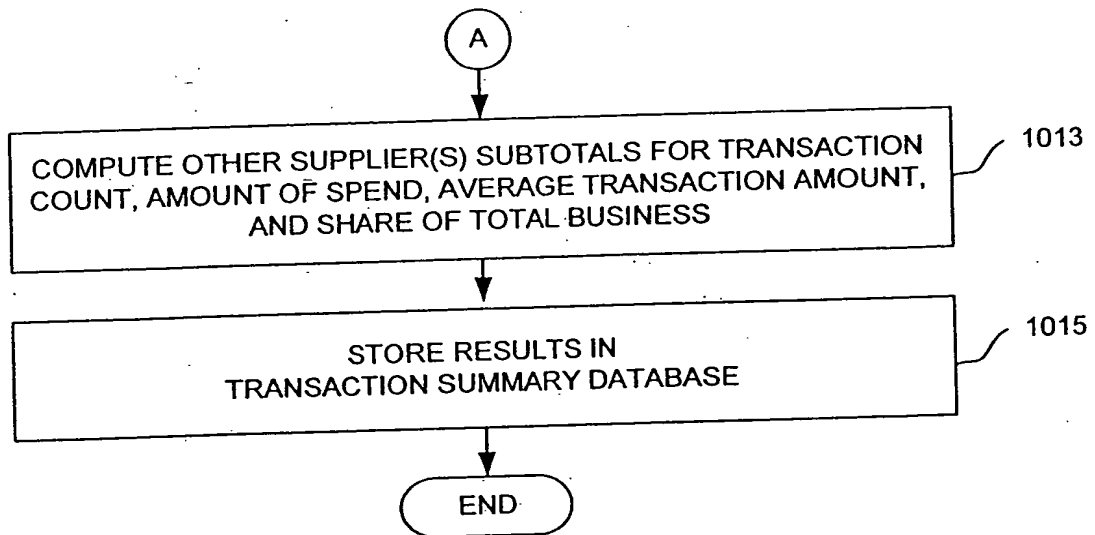


FIGURE 11.A  
FORECAST TERM PERFORMANCE

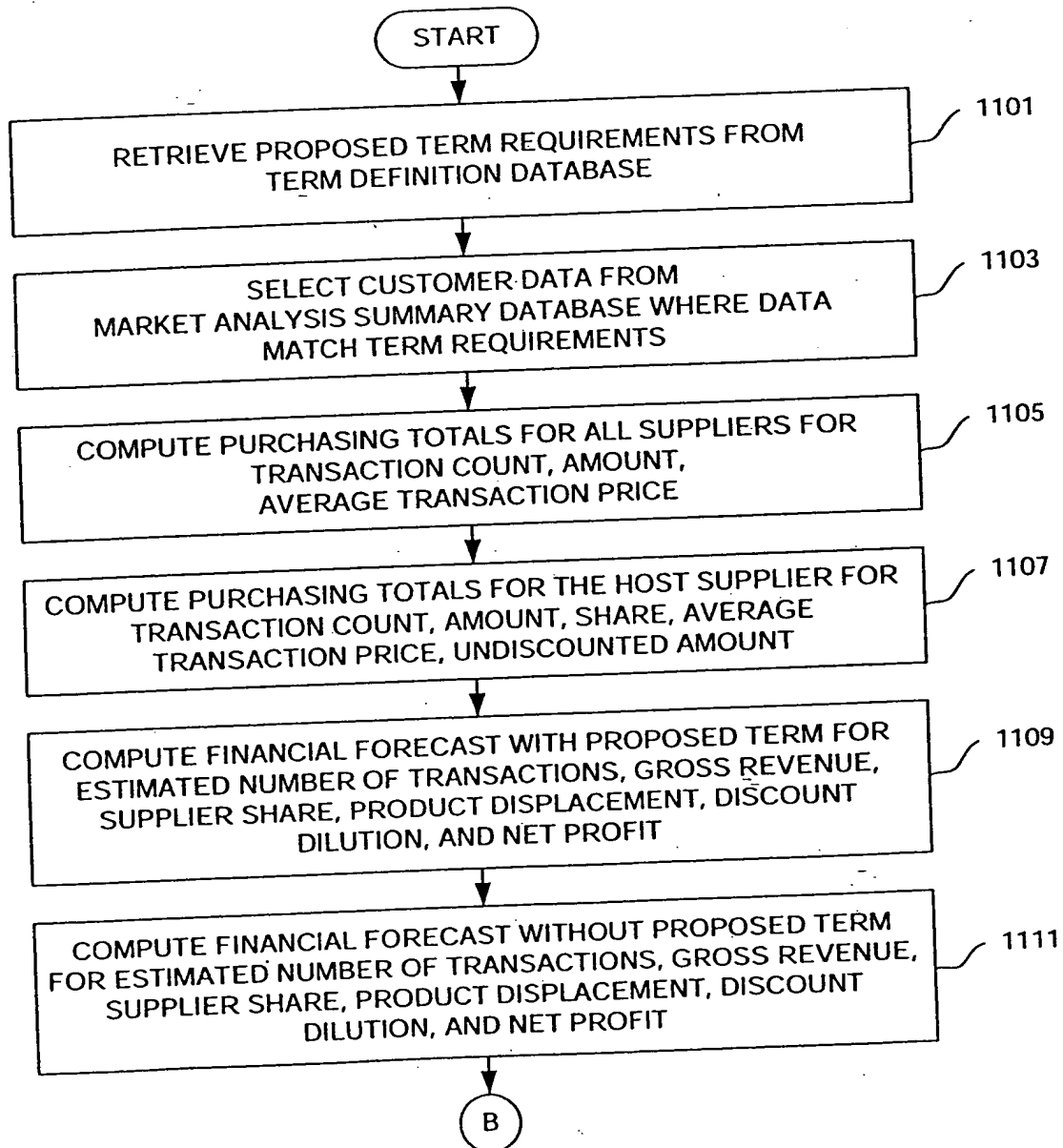


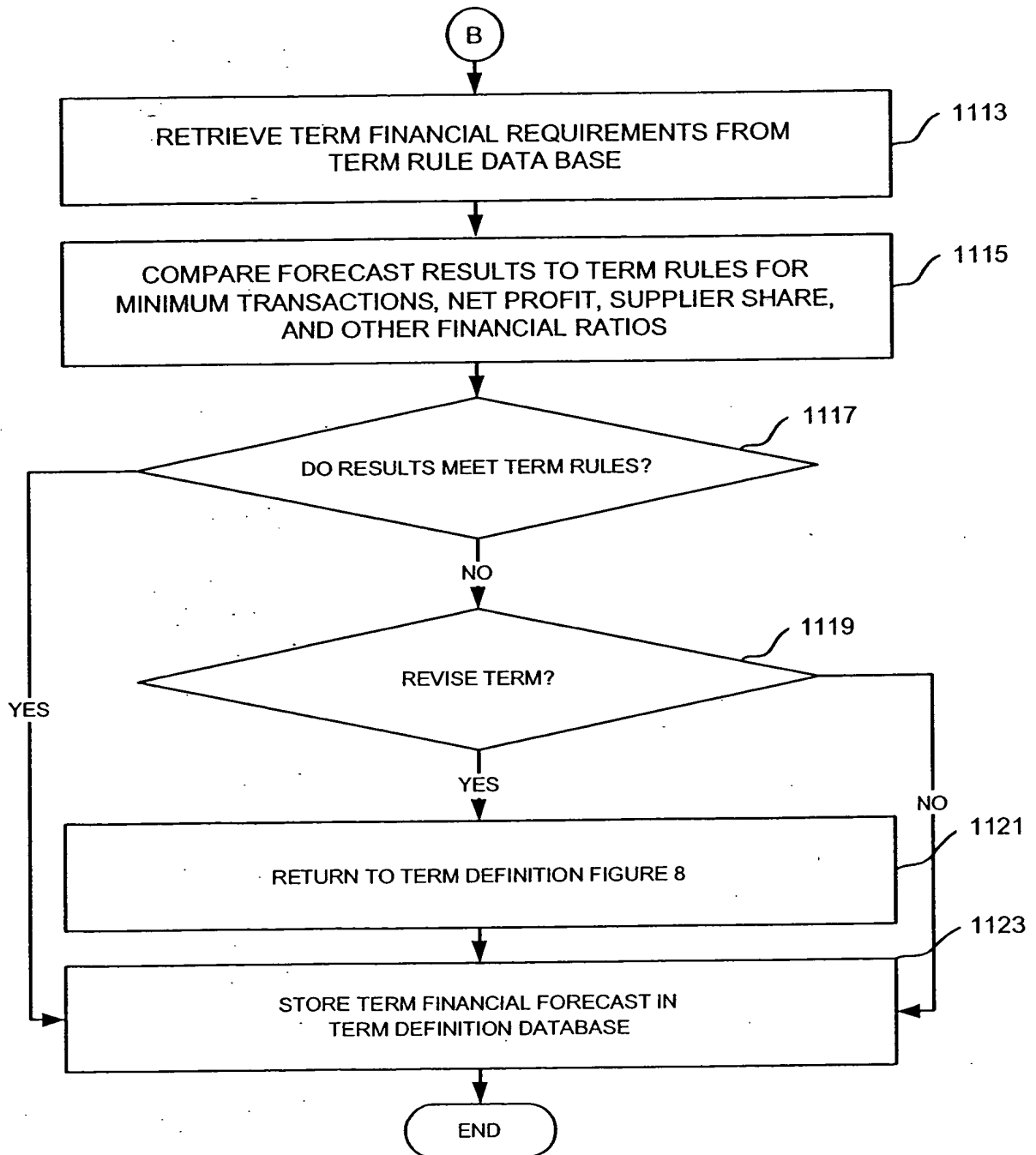
FIGURE 11.B  
FORECAST TERM PERFORMANCE

FIGURE 12.A  
FORECAST CONTRACT PERFORMANCE

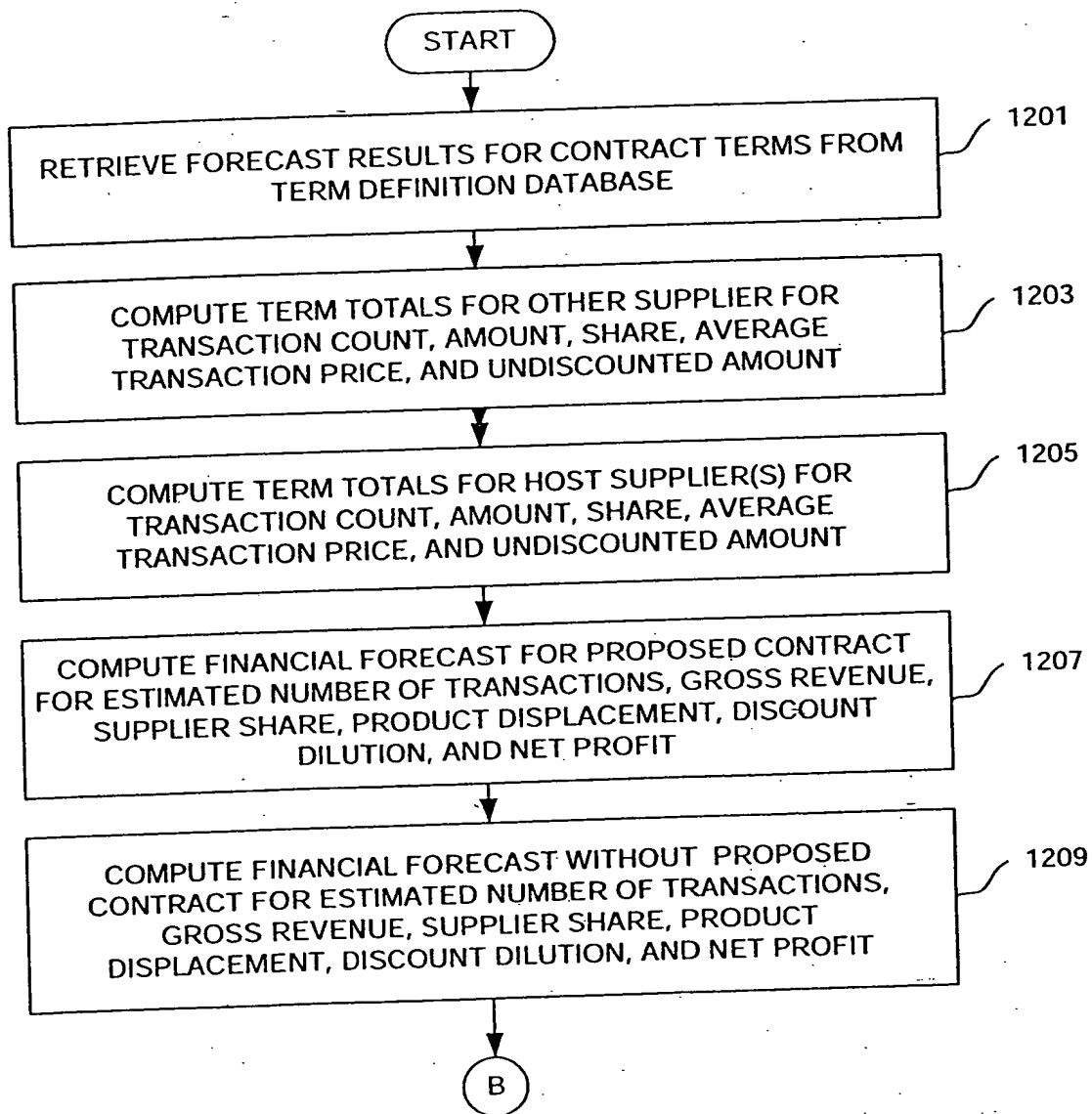


FIGURE 12.B  
FORECAST CONTRACT PERFORMANCE

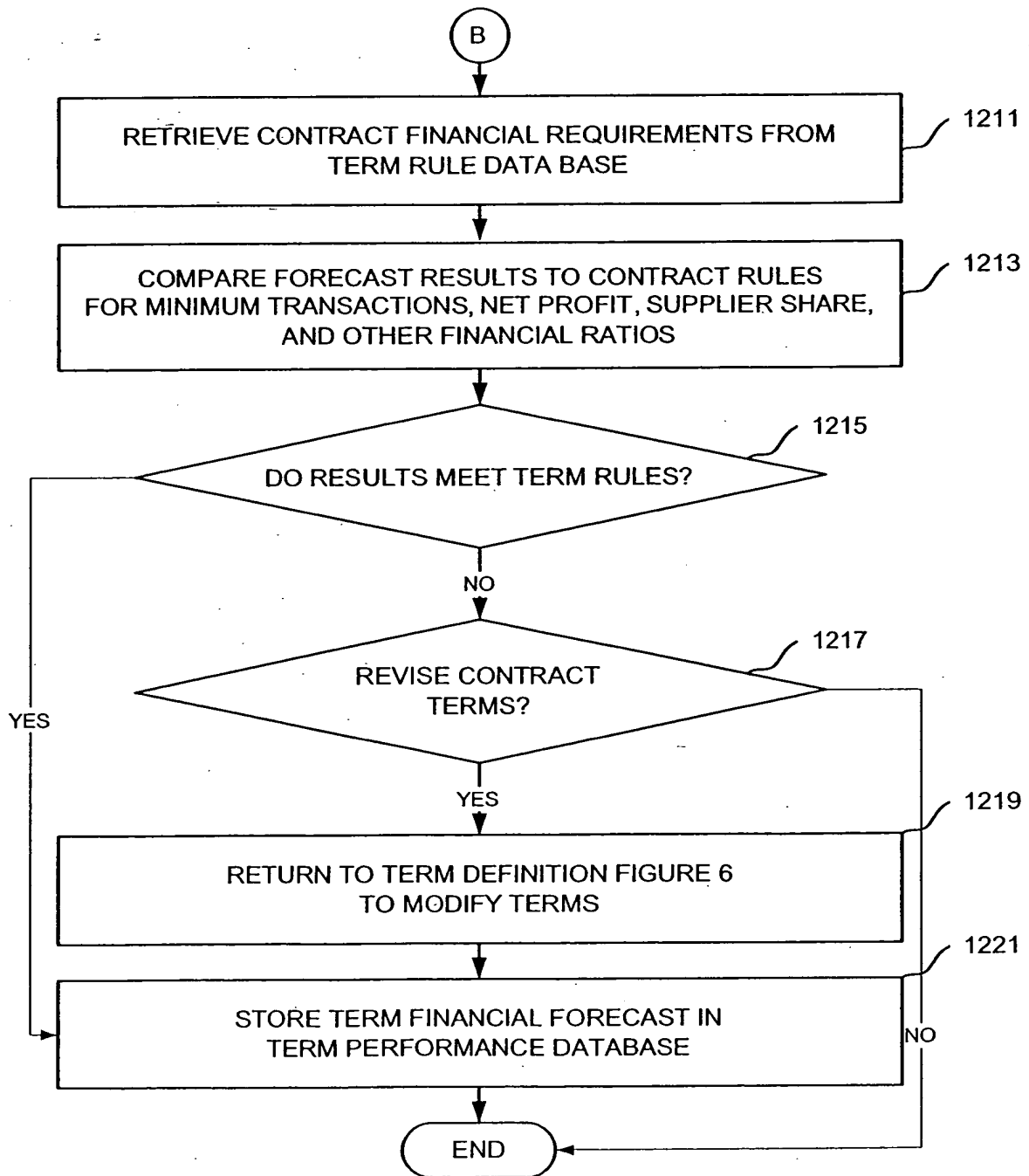


FIGURE 13  
PRODUCE AND DISTRIBUTE CONTRACTS AND TERMS

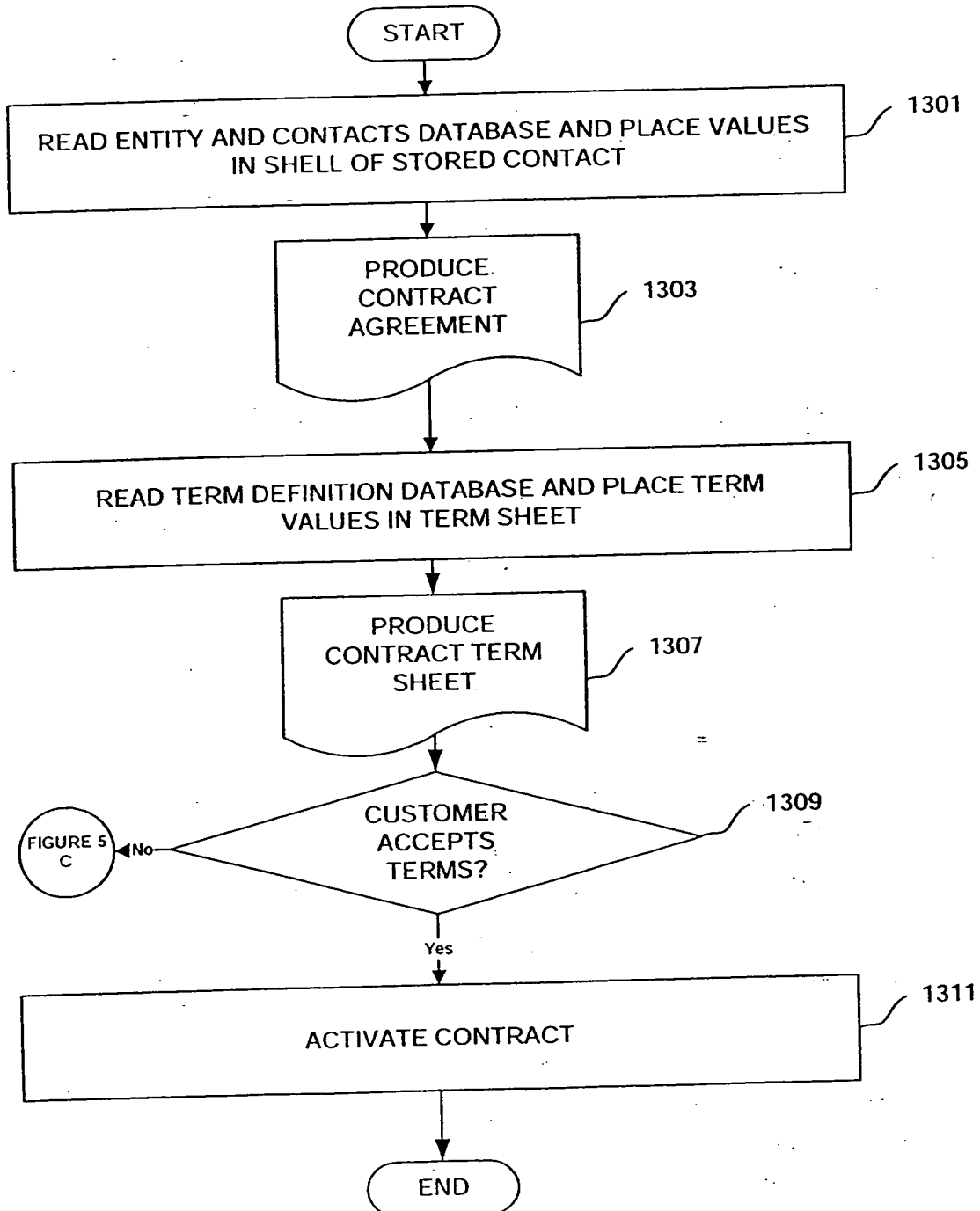




FIGURE 14.A  
AUDIT DISCOUNTED TRANSACTIONS

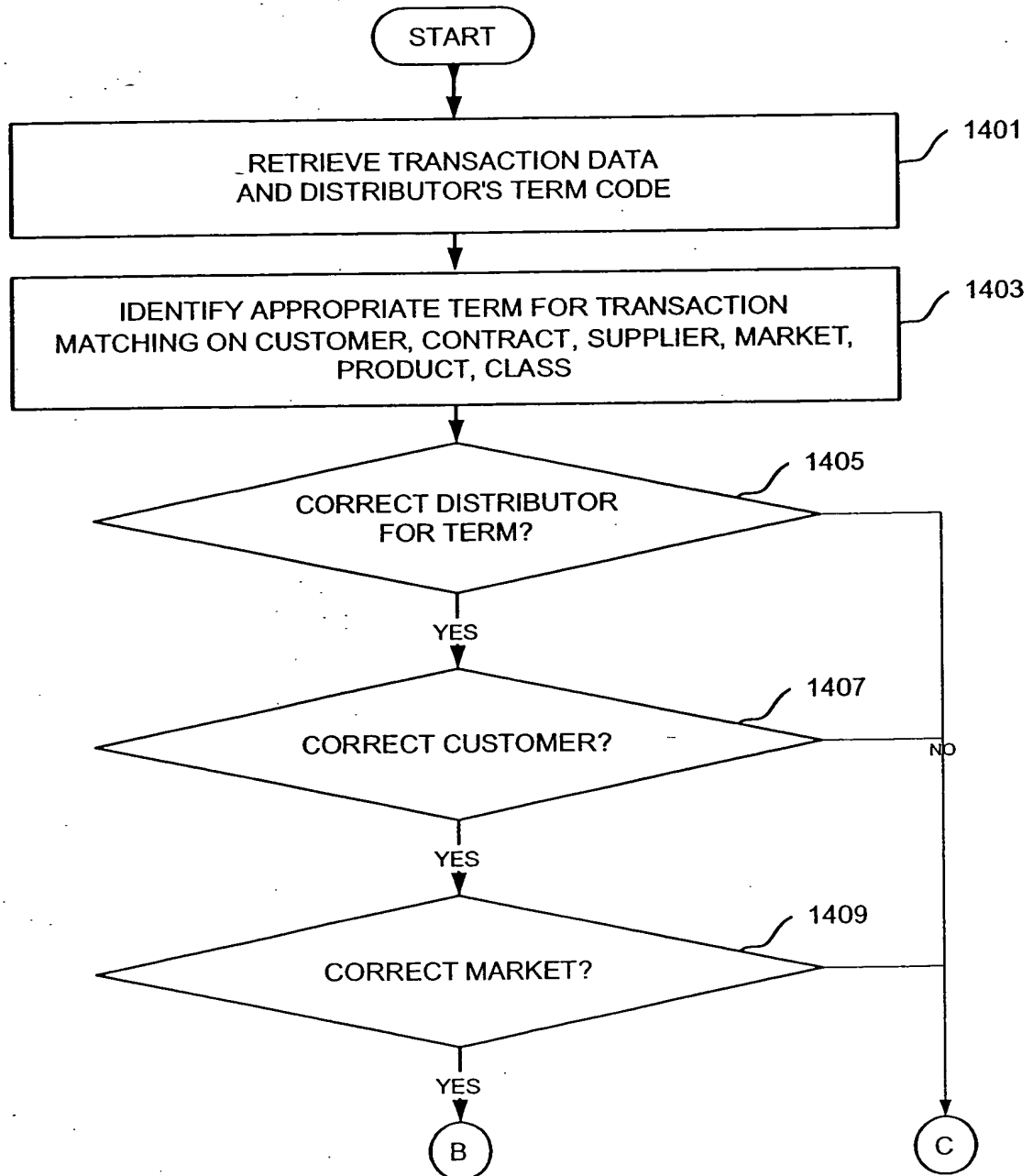


FIGURE 14.B  
AUDIT DISCOUNTED TRANSACTIONS

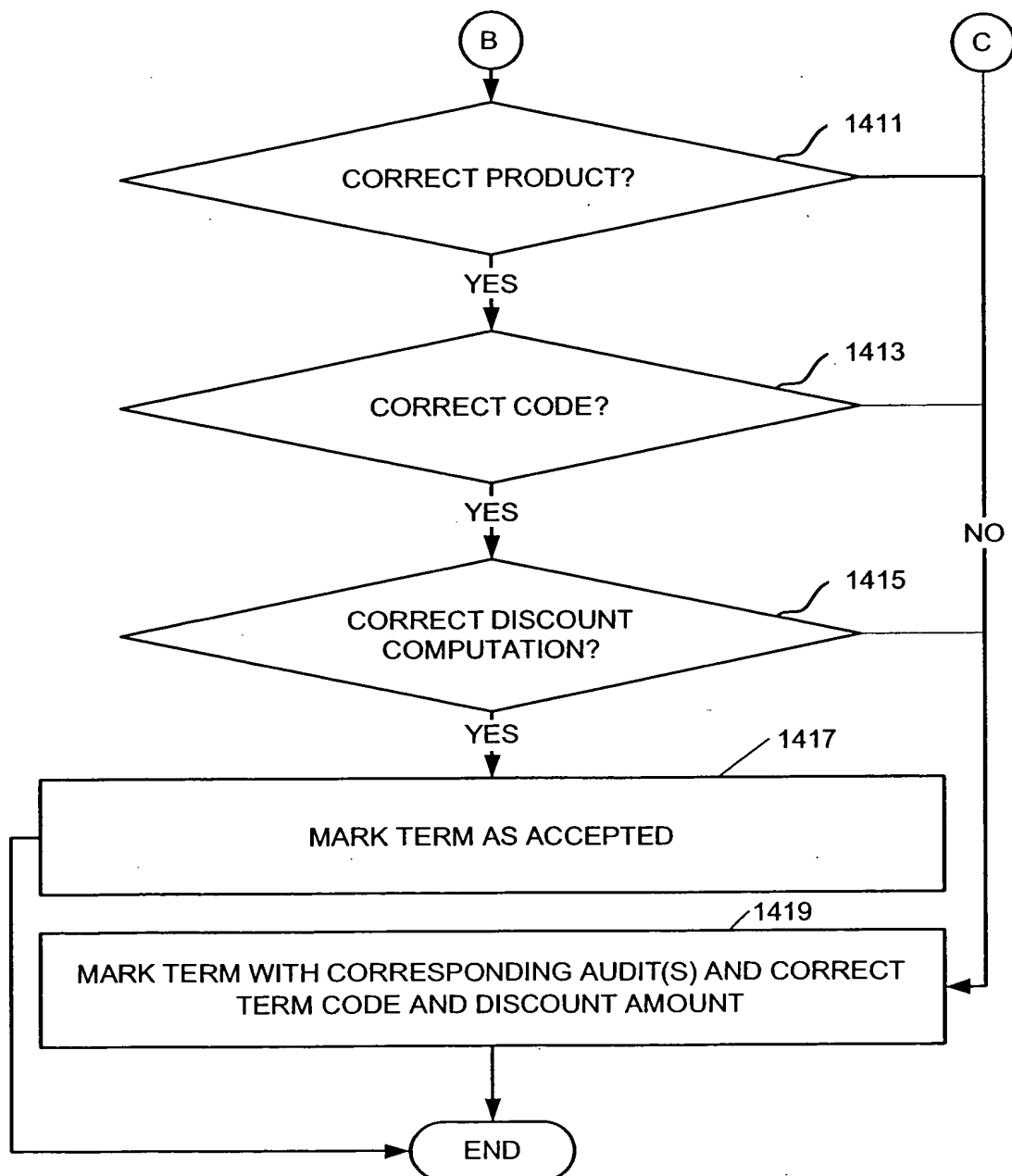


FIGURE 15A:  
MEASURE ACTUAL CONTRACT PERFORMANCE

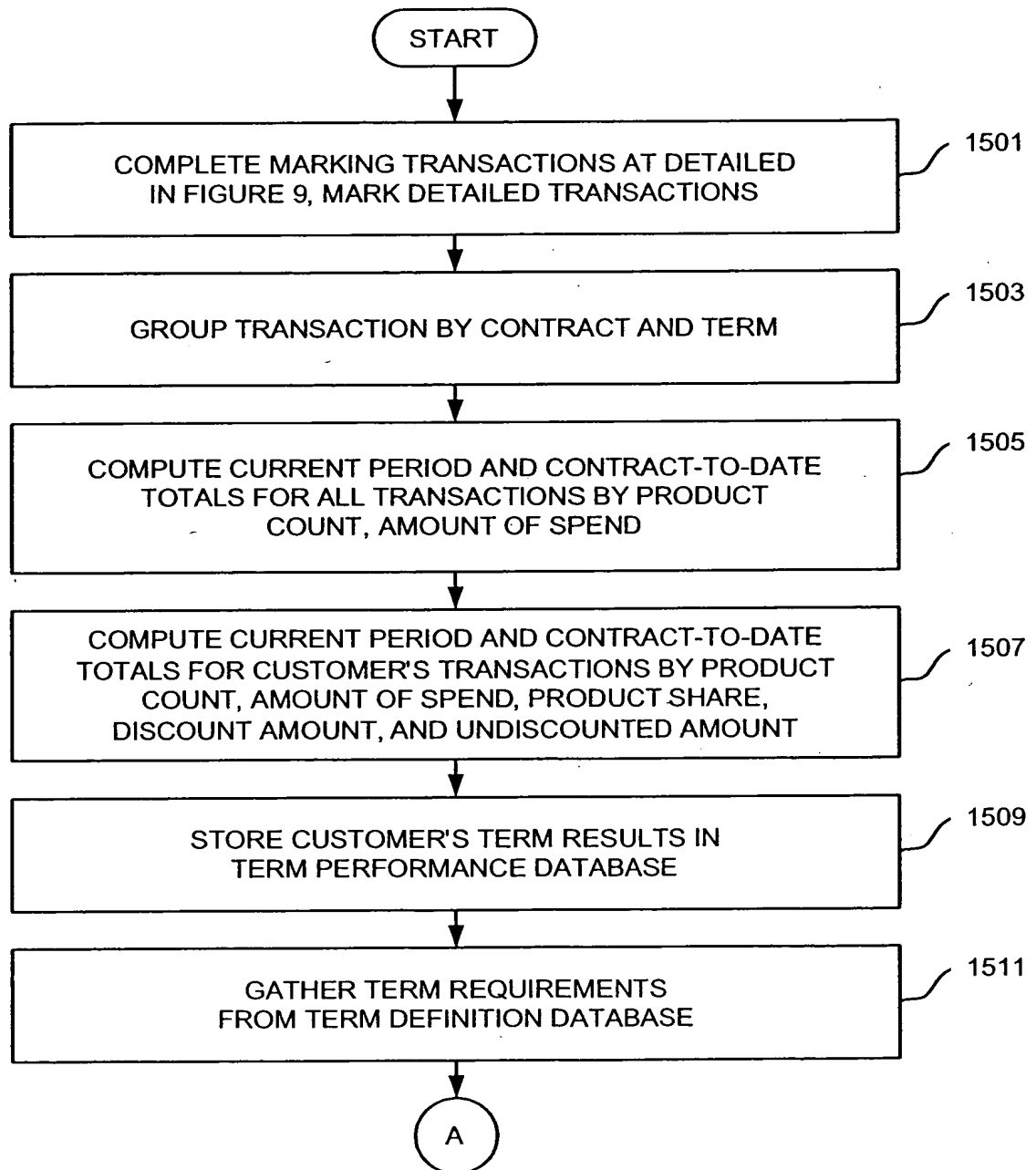


FIGURE 15B  
MEASURE ACTUAL CONTRACT PERFORMANCE

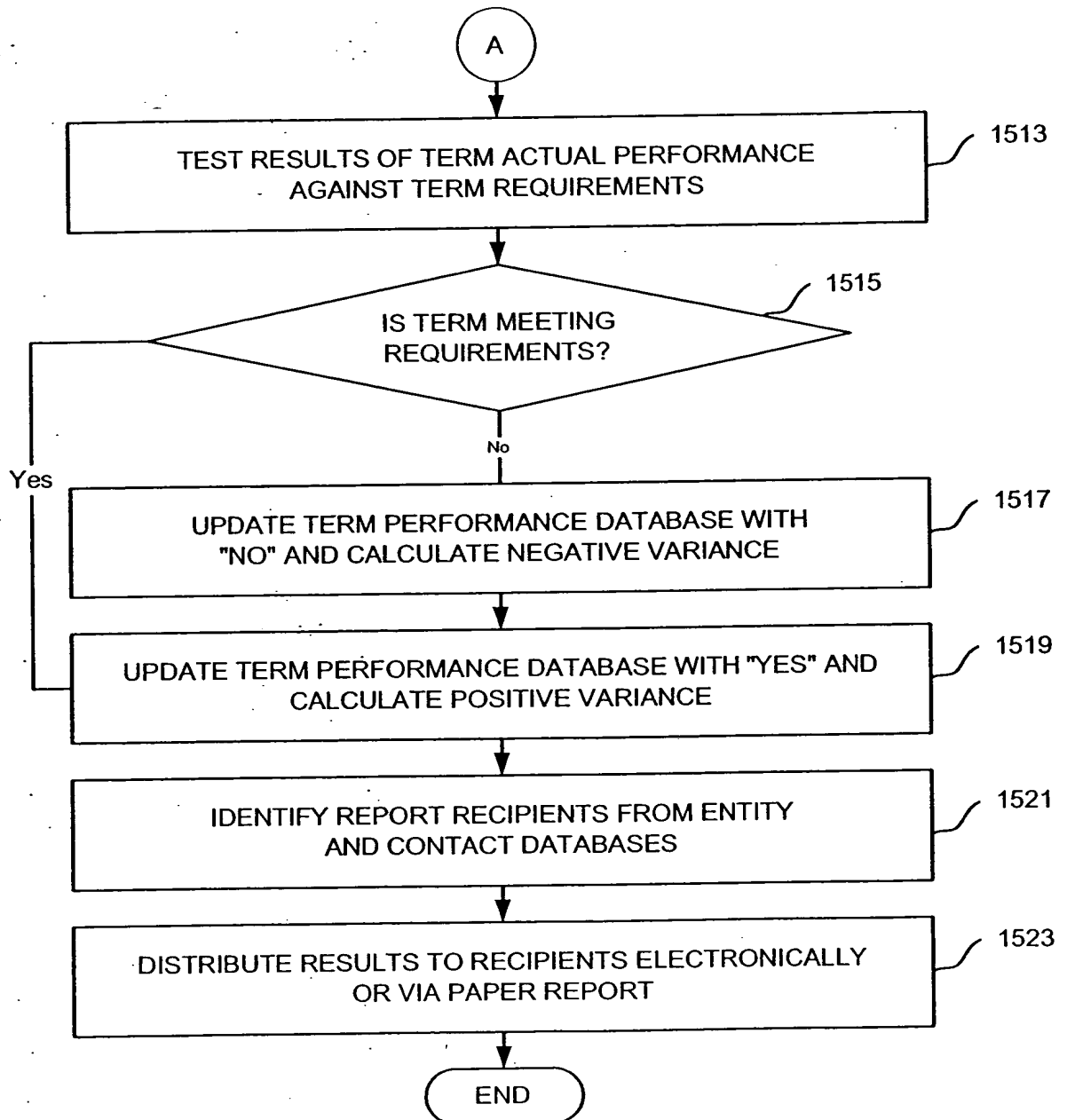


FIGURE 16:  
RECONCILE TERM PERFORMANCE

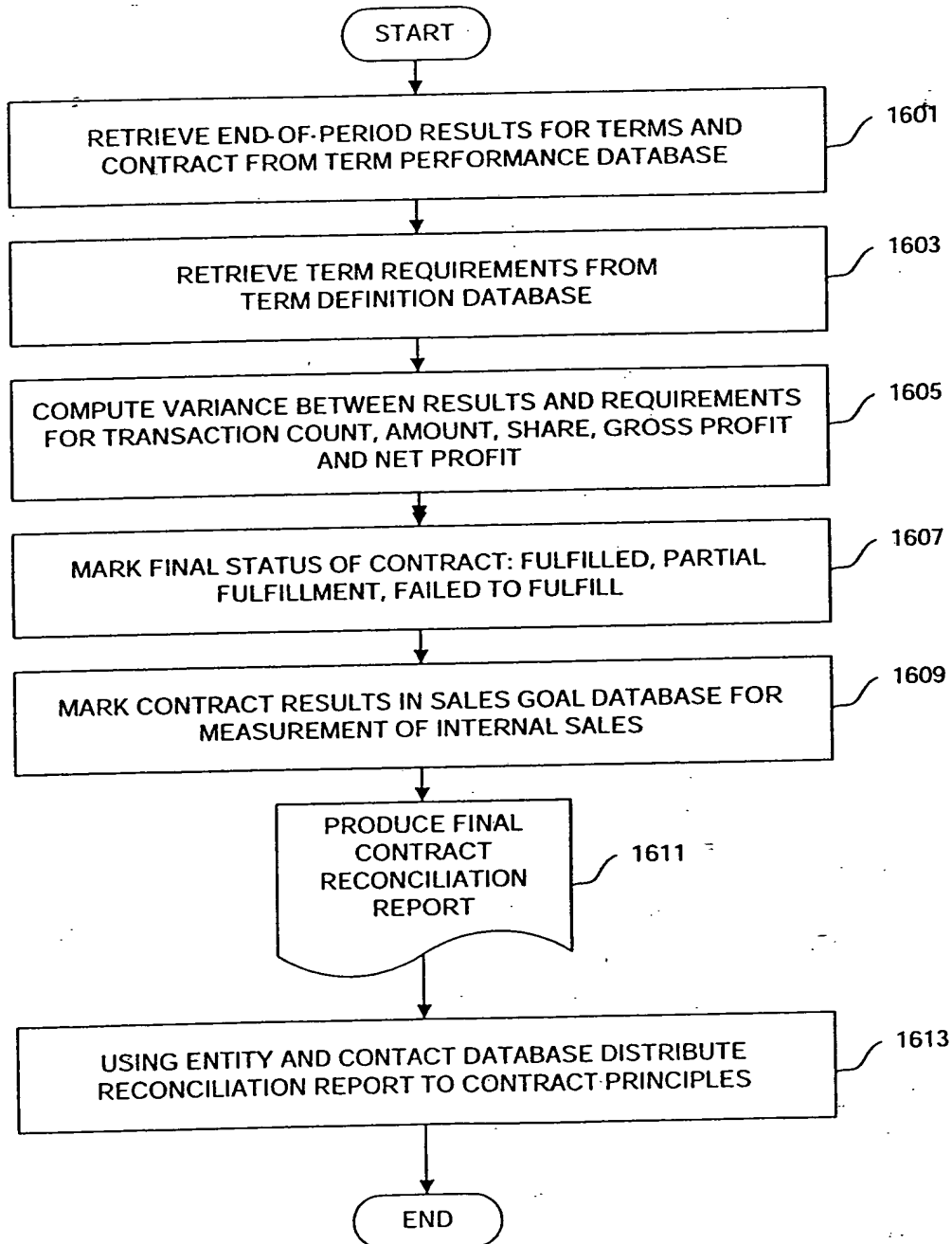


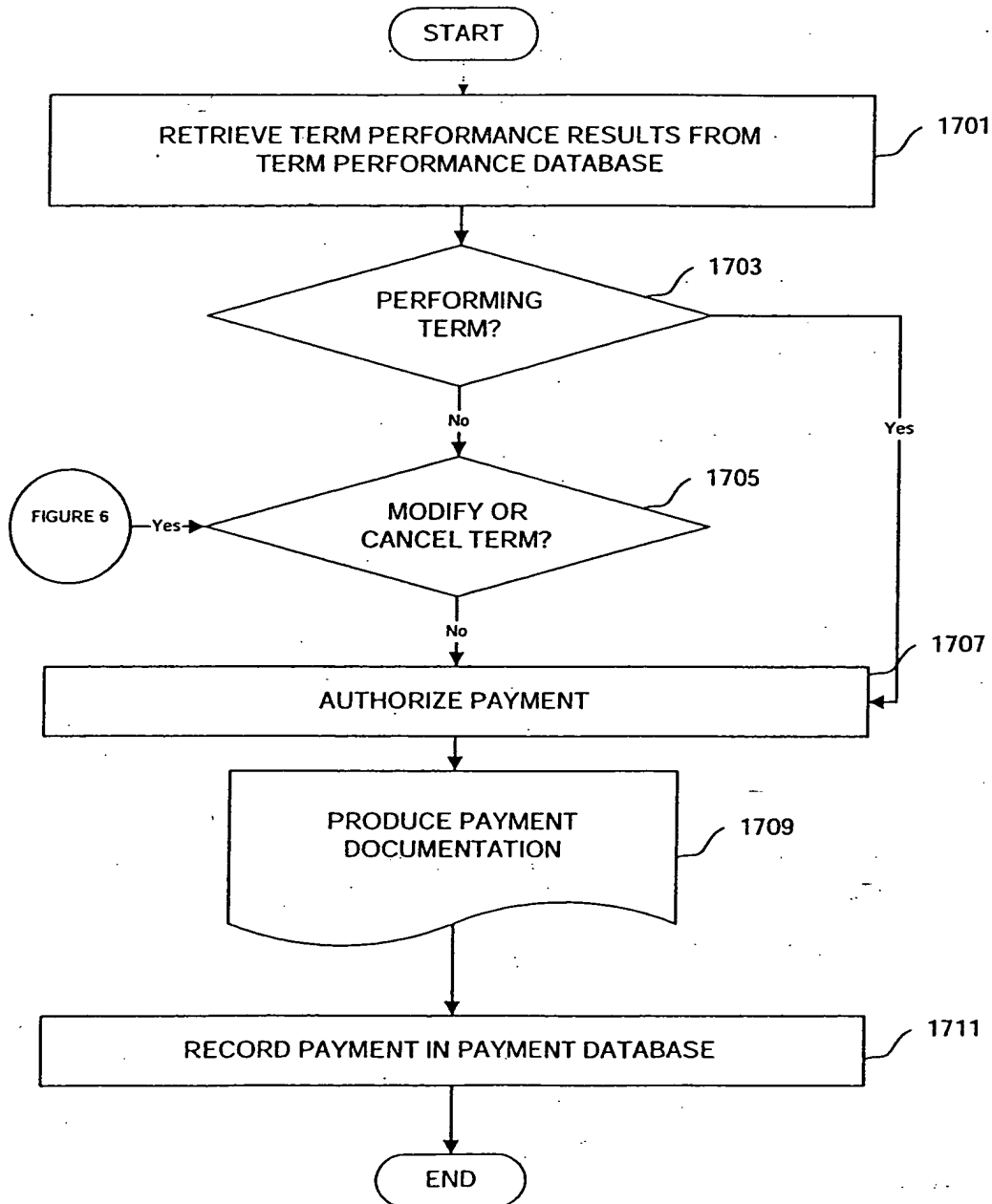
FIGURE 17:  
PAYOUT DISCOUNT

FIGURE 18:  
MANAGE SALES GOALS

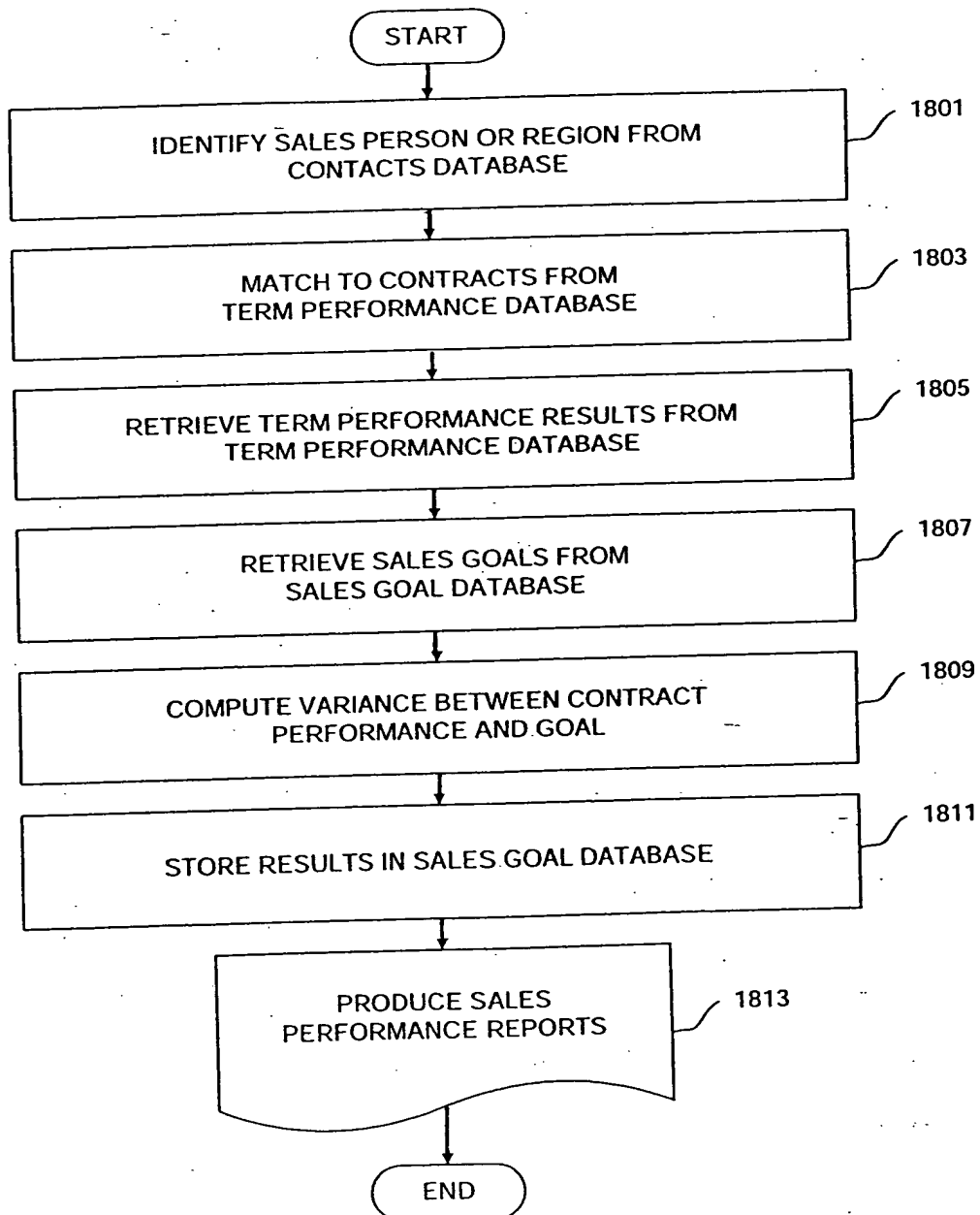


FIGURE 19  
TRANSACTION DETAIL DATA SCREEN

1903      1905      1907      1909      1911

Ticket									
Ticket Number	66044709xx	PNR Locator	BXY245						
Validating Carrier	British Airways	Credit Card	Visa						
Issue Date	01 Jan 2000	Frequent Flyer #	BH12345678						
Passenger	Mr John Doe	Tour Code	14BV						
Company	ABC Company	Commission	\$112.00					1901	
Data Source	Anywhere Travel, Inc.	Tax	\$86.00						
Ticket Location	212253xx	Amount	\$1,200.00						

Segment	Origin & Destination	Journey																																															
<p>Origin Destination</p> <table border="1"> <tr> <td>Origin</td> <td>Albuquerque</td> <td>Cabin, Fare Type</td> <td>Business</td> </tr> <tr> <td>Connection</td> <td>Houston</td> <td>Fare Basis</td> <td>J</td> </tr> <tr> <td>Destination</td> <td>Atlanta</td> <td>Ticket Designator</td> <td>66044709xx</td> </tr> <tr> <td>Carrier</td> <td>Continental Airlines</td> <td>Contract</td> <td>ABC2000</td> </tr> <tr> <td>Operating Carrier</td> <td>Continental Airlines</td> <td>Net Amount</td> <td>\$557.00</td> </tr> <tr> <td>Depart Date</td> <td>16 Jan 2000</td> <td>Amount</td> <td>\$600.00</td> </tr> <tr> <td>Depart Time</td> <td>7:40 am</td> <td>Full Fare</td> <td>\$800.00</td> </tr> <tr> <td>Arrive Date</td> <td>16 Jan 2000</td> <td>Low Fare</td> <td>\$0.00</td> </tr> <tr> <td>Arrive Time</td> <td>2:15 pm</td> <td>Discount</td> <td>\$200.00</td> </tr> <tr> <td>Trip duration</td> <td>4:30</td> <td>Revenue Per Mile</td> <td>.47</td> </tr> </table>										Origin	Albuquerque	Cabin, Fare Type	Business	Connection	Houston	Fare Basis	J	Destination	Atlanta	Ticket Designator	66044709xx	Carrier	Continental Airlines	Contract	ABC2000	Operating Carrier	Continental Airlines	Net Amount	\$557.00	Depart Date	16 Jan 2000	Amount	\$600.00	Depart Time	7:40 am	Full Fare	\$800.00	Arrive Date	16 Jan 2000	Low Fare	\$0.00	Arrive Time	2:15 pm	Discount	\$200.00	Trip duration	4:30	Revenue Per Mile	.47
Origin	Albuquerque	Cabin, Fare Type	Business																																														
Connection	Houston	Fare Basis	J																																														
Destination	Atlanta	Ticket Designator	66044709xx																																														
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Arrive Time	2:15 pm	Discount	\$200.00																																														
Trip duration	4:30	Revenue Per Mile	.47																																														



FIGURE 20  
MARKET ANALYSIS SUMMARY SCREEN

2003 2005 2007 2009 2011

2001

Term	Market	Cabin	Total Flights	Amount	Host Flights	Host Amount	NAS	Share	Percent of NAS
US to US	CMH - EWR	Economy	1,124	330,154	1,038	306,368	50%	92%	184%
US to US	CMH - EWR	Discount	308	35,593	296	34,676	50%	96%	192%
US to US	CMH - EWR	Economy	2,020	560,058	1,972	546,075	50%	98%	196%
US to US	CMH - EWR	Discount	184	25,647	176	24,199	50%	96%	192%
US to US	CVG - EWR	First Class	8	2,971	0	0	38%	0%	0%
US to US	CVG - EWR	Economy	2,424	717,894	764	205,627	33%	32%	97%
US to US	CVG - EWR	Discount	1,956	400,478	176	19,750	33%	9%	27%
US to US	CVG - EWR	Economy	2,176	622,224	1,424	389,845	33%	65%	197%
US to US	CVG - EWR	Discount	920	172,033	140	13,925	33%	15%	45%
US to US	DCA - EWR	Economy	2,424	314,900	2,424	314,900	100%	100%	100%
US to US	DCA - EWR	Discount	140	9,478	140	9,478	100%	100%	100%
US to US	DCA - EWR	Economy	7,064	906,571	7,064	906,571	100%	100%	100%
US to US	DCA - EWR	Discount	280	18,891	280	18,891	100%	100%	100%
US to US	DEN - EWR	First Class	36	23,197	8	6,510	36%	22%	61%
US to US	DEN - EWR	Economy	52	30,289	20	12,005	37%	38%	103%
US to US	DEN - EWR	Discount	3,244	915,660	500	142,976	37%	15%	41%
US to US	DEN - EWR	Economy	76	46,664	68	41,793	37%	89%	241%
US to US	DEN - EWR	Discount	6,244	1,779,567	3,220	950,316	37%	52%	141%
US to US	DFW - EWR	First Class	24	13,759	12	7,789	29%	50%	172%
US to US	DFW - EWR	Economy	2,608	1,392,186	1,196	586,437	30%	46%	153%
US to US	DFW - EWR	Discount	3,520	383,270	2,036	206,152	30%	58%	193%
Total			308,904	\$65,053,280	191,512	\$40,266,812			

FIGURE 21A  
DISCOUNT-ON REQUIREMENTS SCREEN

2103      2105      2107

The screenshot shows a software window titled "Discount On" with three tabs: "Discount On", "Measure On", and "Financial Terms". The "Discount On" tab is active. On the left, a "Select" list contains various criteria, with "Service Class" highlighted. In the center, the "Operator" is set to "Not equal to" and the "Service Class" is entered as "T". Below these are "Add" and "Remove" buttons. On the right, a "Term" list shows several flight itineraries, with "Service Class" highlighted and set to "Not equal to T". At the bottom right are "Update" and "Remove" buttons. Callout 2103 points to the window title bar, 2105 points to the "Discount On" tab, 2107 points to the "Service Class" field, and 2101 points to the "Term" list.

Setup .m

Discount On | Measure On | Financial Terms

Select

- Cabin
- Carrier, Validating
- Day of Week
- Fare Basis
- Fare Type
- Flight Number
- Market
- Market Pair
- Market Type
- Market, Connection
- Market, Cross Continent
- Market, Cross Country
- Service Class

Operator

Not equal to

Service Class

T

Add Remove

Term

Market Pair	Equal to	EW/R: Newark, NJ/IAD: Washington-Dulles, ...
		EW/R: Newark, NJ/LAX: Los Angeles, CA
		EW/R: Newark, NJ/MCO: Orlando Intl, FL
		EW/R: Newark, NJ/MSP: Minneapolis, MN
		EW/R: Newark, NJ/ORD: Chicago-O'Hare, IL
Cabin	Equal to	First Class
Day of Week	Equal to	Economy
		Monday
		Tuesday
		Wednesday
		Thursday
		Friday
Service Class	Not equal to	T

Update Remove

2101

FIGURE 21B  
MEASURE-ON REQUIREMENTS SCREEN

2111      2113      2115

Setup Term

Discount On Measure On Financial Terms

Select

- Cabin
- Carrier, Validating
- Fare Basis
- Fare Type
- Market
- Market Pair
- Market Type
- Market, Connection
- Market, Cross Continent
- Market, Cross Country
- Service Class

Direction

☒ Between  
☐ Directional

Operator

Equal to

Origin

☒ Airport  
☐ Country  
☐ State  
☐ Airport Type  
☐ Metro  
☐ Continent  
☐ Entity  
☐ Is Online

EWR: Newark, NJ

Destination

☒ Airport  
☐ Country  
☐ State  
☐ Airport Type  
☐ Metro  
☐ Continent  
☐ Entity  
☐ Is Online

United States

EWR: Newark, NJ    United States

Add Remove

Term

Market Pair	Equal to	EWR: Newark, NJ/United States
Cabin	Equal to	First Class
Service Class	Not equal to	T

Update Remove Clone Discount On

2109

FIGURE 21C  
FINANCIAL REQUIREMENTS SCREEN

2119 2121 2123 2125 2117

The screenshot shows the 'Setup Term' window with the 'Financial Terms' tab selected. The window is divided into several sections:

- Left Panel (2119):** Contains fields for 'Title' (New), 'Term Period' (Begin Date: 01 Jan 1999, End Date: 31 Dec 2000), 'Agency Compensation' (Net of Commission, Net of Override, Credit Card), 'Special Conditions', and 'Discount' (Payment, Requirement, Discount, Add, Remove).
- Right Panel (2121):** Contains an 'Analysis Preview' table and buttons for 'Check Profitability', 'Check Share', and 'Acceptable'.
- Table (2123):** The 'Analysis Preview' table with columns: Criteria, All Carriers, No Deal, Current, Proposed, Incremental.
- Buttons (2125):** 'Check Profitability', 'Check Share', and 'Acceptable' buttons.
- Bottom Panel (2117):** A large empty area for 'Requirement' and 'Discount' details.

Criteria	All Carriers	No Deal	Current	Proposed	Incremental
Fair Share	37 %				
Discount			0 %	20 %	
Share		17 %	79 %	85 %	6 %
Passengers	16,984	2,507	13,480	14,439	959
Average Fare	\$321	\$337	\$335	\$265	(\$70)
Gross Revenue	\$5,454,994	\$379,509	\$4,520,016	\$3,824,801	\$2,845,292
Net Revenue		\$608,056	\$3,883,254	\$2,452,844	\$1,844,789
Customer Savings			\$0	\$956,200	\$956,200
Profit/Savings Ratio				1.93	
Profit/Dilution Ratio				4.88	
Fair Share Ratio				2.30	

FIGURE 22  
CONTRACT FORECAST SCREEN

[illegible]

FIGURE 23:  
ACTUAL CONTRACT PERFORMANCE SCREEN

Contract Term	Host Flights	Market Share	Host Net Amount	Market Share	Measure	Requirement	Variance	Fulfilled
ABC Company	27,010	63%	\$5,402,978	67%	Share of Flights	74%	-11%	No
US48-US48	7,588	68%	1,753,837	68%	Share of Flights	92%	-4%	No
IAH-DomesticMarkets	1,854	93%	3,461,248	92%	Share of Flights	88%	5%	Yes
IAH-LGW/COGAMAN Term	481	44%	382,840	53%	No Requirement	0	0%	Yes
US48-Canada/LatinAm/Mexico	250	38%	444,032	34%	No Requirement	0	0%	Yes
US48-Europe	193	100%	38,442	100%	Share of Flights	99%	1%	No
IAH-MTYAMEX	35	53%	55,382	51%	Share of Flights	60%	-7%	No
IAH-BRU/FRA/UHR Term	23	17%	37,299	18%	Share of Flights	20%	-3%	No
US48-AMS Term								
Total	37,443	67%	\$11,876,116	71%				
Minimum	42,775		\$12,179,870					No
Contract Performance	-5,332	-14%	-\$507,954	-4%				